

## LAMPIRAN 1: DATA-DATA PENDUKUNG

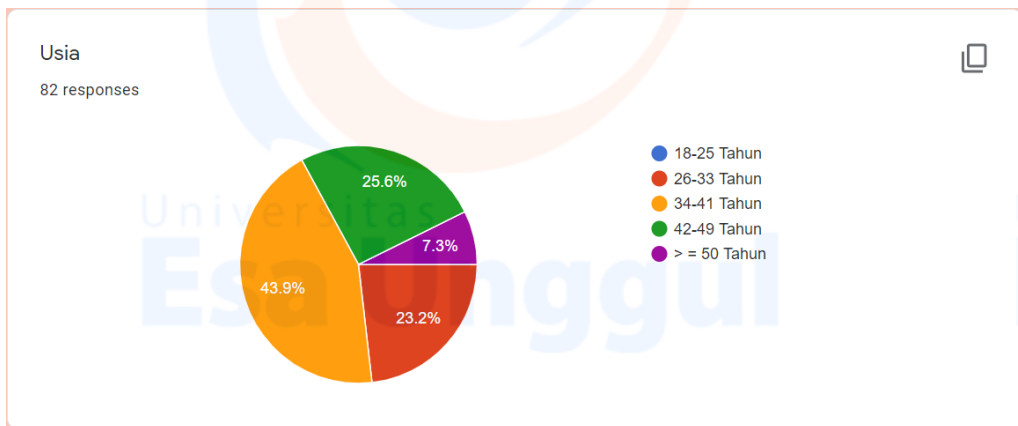
### a. Pertanyaan Kuisoner

- 1) Usia
- 2) Domisili Responden
- 3) Apakah melakukan pembelian ikan secara rutin?
- 4) Jika "TIDAK", apa yang membuat anda tidak melakukan pembelian ikan secara rutin?
- 5) Menurut anda apabila ada situs online untuk melakukan transaksi pembelian produk ikan dengan memberikan semua hal-hal penting yang saya harapkan (kualitas, harga, metode pembayaran, pengiriman), apakah anda tertarik?
- 6) Apakah tujuan anda membeli produk hasil perikanan?
- 7) Apakah produk hasil perikanan yang paling sering anda beli?
- 8) Dimana tempat biasa anda melakukan pembelian produk ikan?
- 9) Memilih lebih suka melakukan pembelian ikan dalam kondisi seperti apa?
- 10) Berapa rata-rata jumlah pembelian ikan dalam 1 minggu?
- 11) Apa hal yang paling penting dalam membeli produk ikan?
- 12) Diminta untuk memilih, apa yang lebih penting diantara kualitas ikan yang baik atau harga murah tanpa jaminan kualitas ?
- 13) Apa kendala yang sering anda alami dalam membeli ikan?
- 14) Apabila ada situs online untuk melakukan transaksi pembelian produk ikan dengan memberikan semua hal-hal penting yang diharapkan apakah anda tertarik untuk beralih ke situs online?
- 15) Program dan layanan apa yang anda harapkan akan tersedia di aplikasi atau website online tersebut?
- 16) Situs mana yang lebih anda sukai untuk bertransaksi?

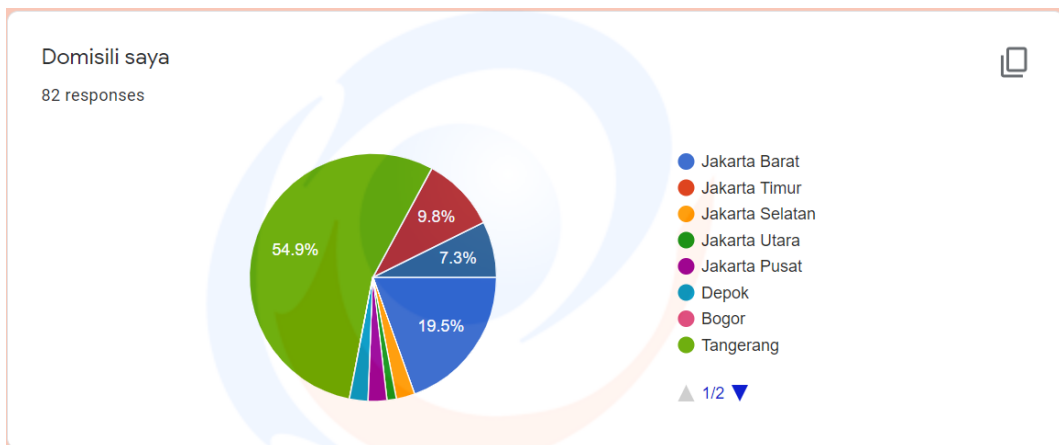
Note: Kuisoner dilaksanakan pada tanggal 06 Agustus 2020 dan didapatkan 78 responden yang menjawab semua pertanyaan sampai selesai.

**b. Resume hasil kuisioner**

1) Usia



2) Domisili Responden



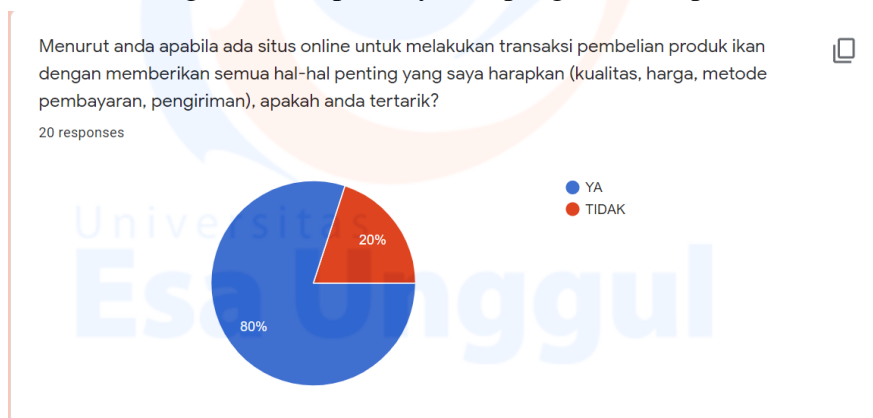
3) Apakah melakukan pembelian ikan secara rutin?



- 4) Jika "TIDAK", apa yang membuat anda tidak melakukan pembelian ikan secara rutin?

Variasi menu
Bergantian dg daging ayam
Harga tidak menjamin kualitas
Gak bisa ngolah dan masakny, biasa beli ikan yg udh matang d rumah makan
Mayoritas harga ikan mahal
bukan pilihan favorit anak anak
jarang mengkonsumsi dan proses membersihkan ribet
Gantian sama daging
Sesuai kebutuhan saja

- 5) Menurut anda apabila ada situs online untuk melakukan transaksi pembelian produk ikan dengan memberikan semua hal-hal penting yang saya harapkan (kualitas, harga, metode pembayaran, pengiriman), apakah anda tertarik?



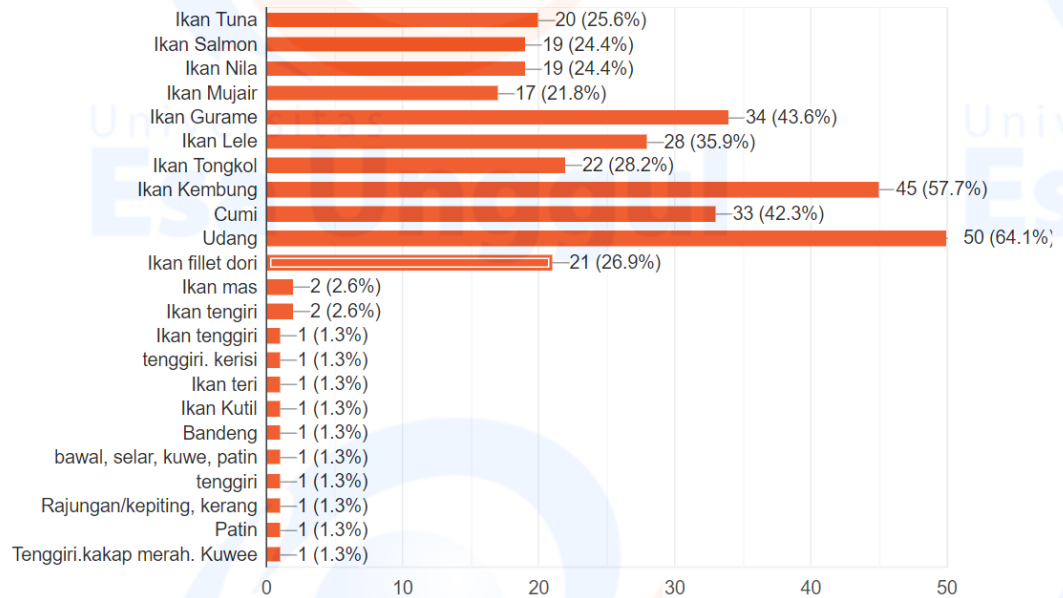
- 6) Apakah tujuan anda membeli produk hasil perikanan?



7) Apakah produk hasil perikanan yang paling sering anda beli?

Produk hasil perikanan yang paling sering saya beli

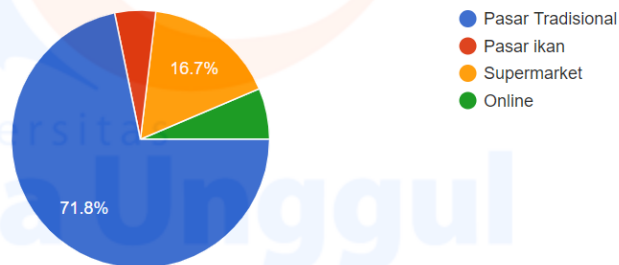
78 responses



8) Dimana tempat biasa anda melakukan pembelian produk ikan?

Tempat biasa saya melakukan pembelian produk ikan

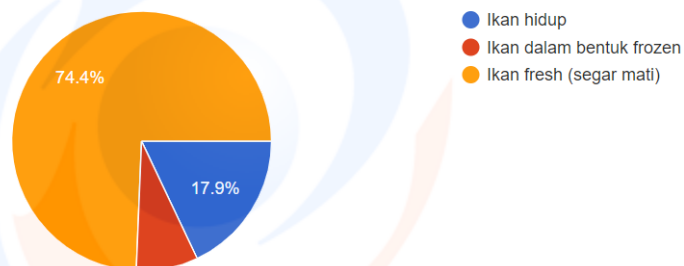
78 responses



9) Memilih lebih suka melakukan pembelian ikan dalam kondisi seperti apa?

Saya lebih suka melakukan pembelian ikan dalam kondisi

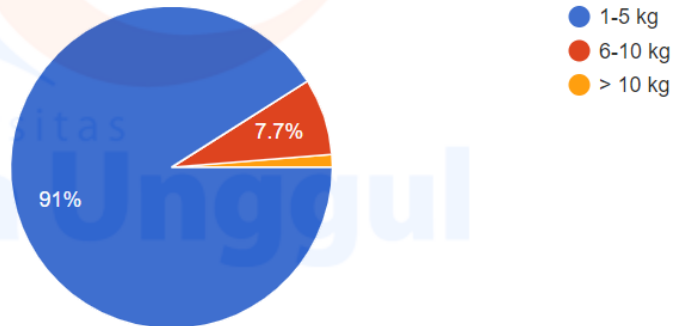
78 responses



10) Berapa rata-rata jumlah pembelian ikan dalam 1 minggu?

Rata-rata jumlah pembelian ikan dalam 1 minggu

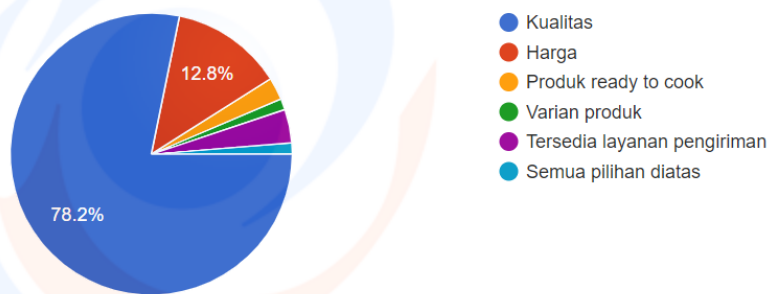
78 responses



11) Apa hal yang paling penting dalam membeli produk ikan?

Hal yang paling penting dalam membeli produk ikan

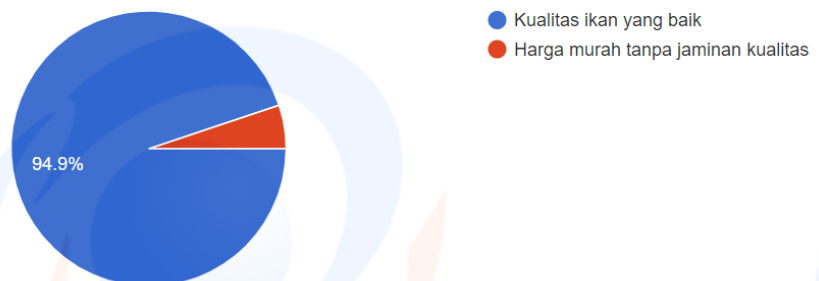
78 responses



12) Diminta untuk memilih, apa yang lebih penting diantara kualitas ikan yang baik atau harga murah tanpa jaminan kualitas ?

Jika diberi pilihan, menurut saya yang lebih penting adalah

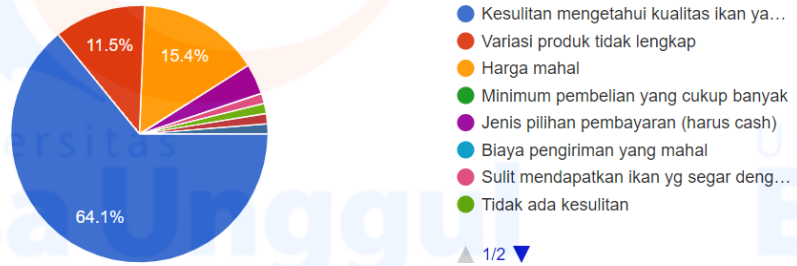
78 responses



13) Apa kendala yang sering anda alami dalam membeli ikan?

Kendala yang sering saya alami dalam membeli ikan

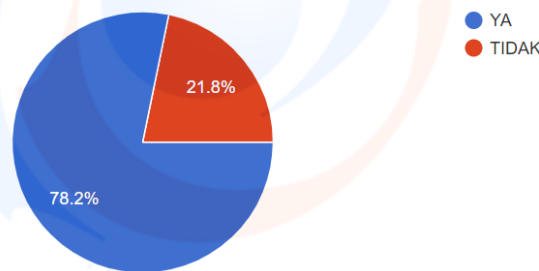
78 responses



14) Apabila ada situs online untuk melakukan transaksi pembelian produk ikan dengan memberikan semua hal-hal penting yang diharapkan apakah anda tertarik untuk beralih ke situs online?

Apabila ada situs online untuk melakukan transaksi pembelian produk ikan dengan memberikan semua hal-hal penting yang saya harapkan, apakah saya tertarik untuk beralih ke situs online ?

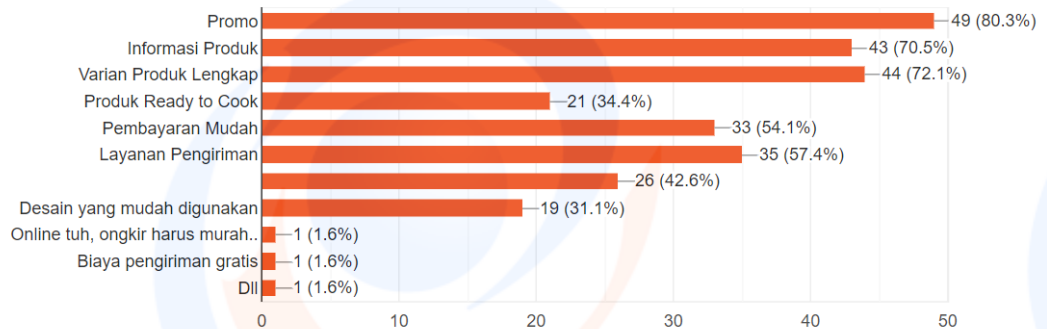
78 responses



15) Program dan layanan apa yang anda harapkan akan tersedia di aplikasi atau website online tersebut?

Program dan layanan apa yang anda harapkan akan tersedia di aplikasi atau website online tersebut

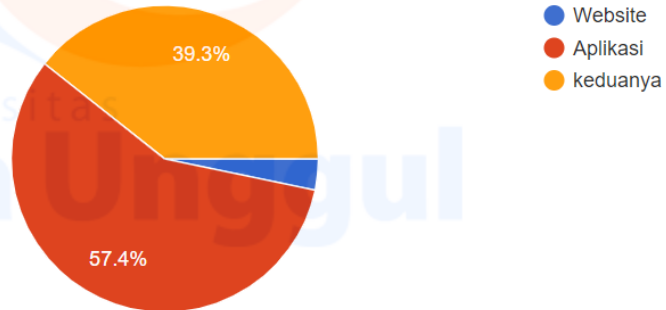
61 responses



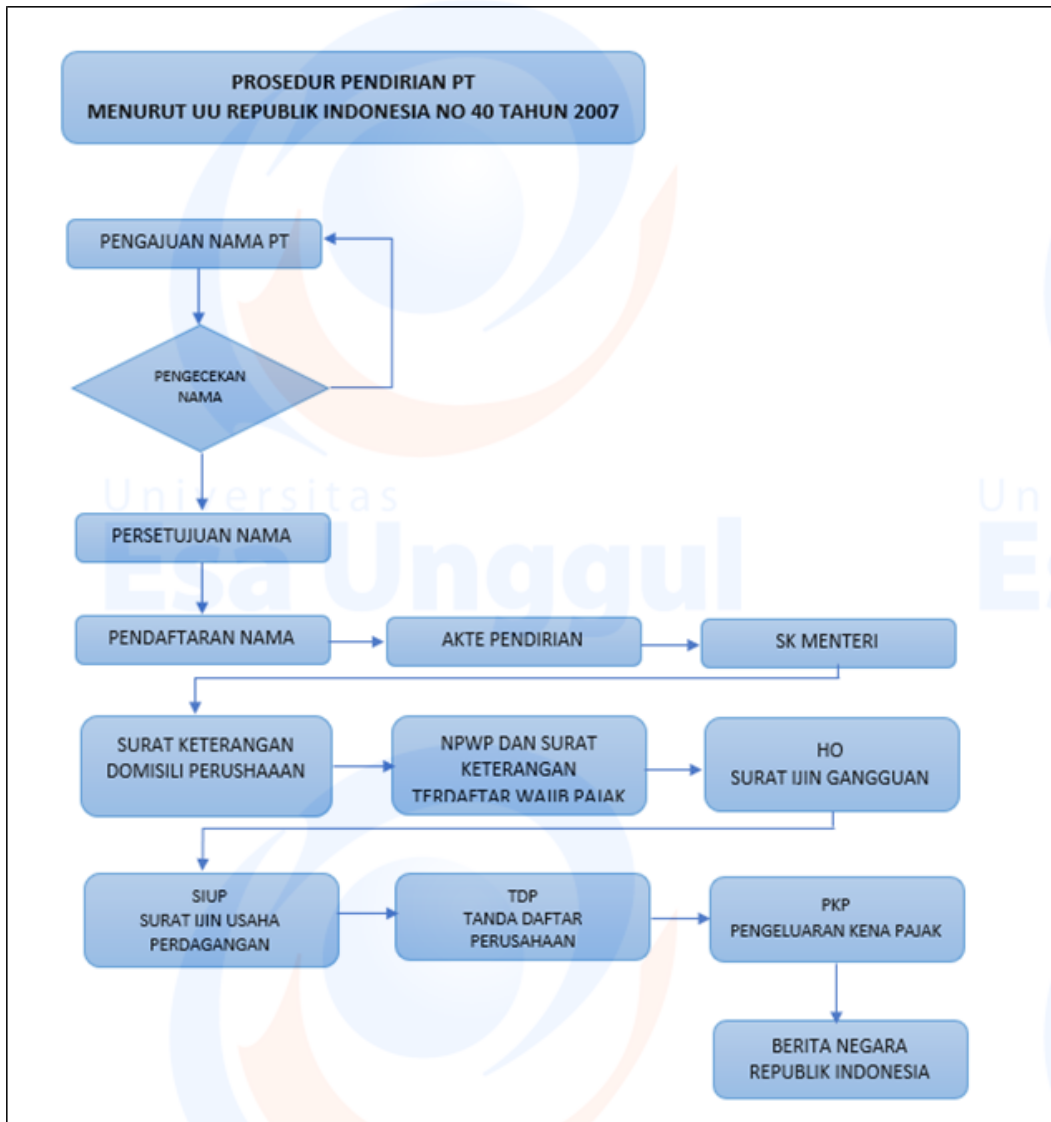
16) Situs mana yang lebih anda sukai untuk bertransaksi?

Situs mana yang lebih anda sukai untuk bertransaksi ?

61 responses



5. Alur tahapan pendirian PT. Tangkap Ikan Indonesia



Pengajuan nama perusahaan ini didaftarkan oleh notaris melalui Sistem Administrasi Badan Hukum Kemenkumham melalui sistem online. Adapun persyaratan yang dibutuhkan adalah pendiri perusahaan harus minimal dua orang atau lebih, telah memiliki akta asli dari notaris dalam Bahasa Indonesia yang telah disahkan oleh Kementerian Hukum dan HAM, fotokopi Kartu Identitas Penduduk (KTP) masing-masing pendirinya dan para pengurus perusahaan dan fotokopi Kartu Keluarga (KK) pihak pimpinan/pendiri PT yang akan menjabat sebagai direktur dan seterusnya sesuai dengan alur tahapan pendirian perusahaan. Disamping itu, pendaftaran nama PT ini bertujuan untuk mendapatkan persetujuan dari instansi terkait (Kemenkumham) sesuai dengan UUPT dan peraturan pemerintah Republik Indonesia No. 43 tahun 2011 tentang tata cara pengajuan dan pemakaian nama perseroan terbatas. Lama proses umumnya tiga sampai lima hari kerja.



LAMPIRAN 2: PERHITUNGAN KEUANGAN

a. Target Penjualan FishWorld per bulan di tahun pertama

Description	1st Year Month 1 31/01/2021	1st Year Month 2 28/02/2021	1st Year Month 3 31/03/2021	1st Year Month 4 30/04/2021	1st Year Month 5 31/05/2021	1st Year Month 6 30/06/2021	1st Year Month 7 31/07/2021	1st Year Month 8 31/08/2021	1st Year Month 9 30/09/2021	1st Year Month 10 31/10/2021	1st Year Month 11 30/11/2021	1st Year Month 12 31/12/2021
<i>Target penjualan (volume kg)</i>												
<i>Ikan nila</i> kg	0	0	0	0	0	0	1957	2327	2792	2833	2833	3299
<i>Ikan gurame</i> kg	0	0	0	0	0	0	1785	2251	2701	2660	2660	2194
<i>Ikan kembung</i> kg	0	0	0	0	0	0	2152	2402	2883	3006	3006	4403
<i>Ikan tongkol</i> kg	0	0	0	0	0	0	1785	2251	2701	2660	2660	2194
<i>Ikan tuna</i> kg	0	0	0	0	0	0	1612	2175	2610	2487	2487	1090
<i>Ikan patin</i> kg	0	0	0	0	0	0	1601	2175	2610	2487	2487	1090
<i>Udang</i> kg	0	0	0	0	0	0	2152	2402	2883	3006	3006	4403
<i>Cumi</i> kg	0	0	0	0	0	0	1969	2327	2792	2833	2833	3299
<i>Ikan bawal putih</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan kakap</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan bandeng</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan tenggiri</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan cakalang</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan kuwe</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan salmon</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan tuna fillet</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan tenggiri giling</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan kembung yang sudah dibersihkan</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<i>Udang kupas</i> kg	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Target Penjualan (volume kg)</b>	-	-	-	-	-	-	<b>15.014</b>	<b>18.309</b>	<b>21.971</b>	<b>21.971</b>	<b>21.971</b>	<b>21.971</b>
<i>Target penjualan (dalam format ribuan rupiah)</i>												
<i>Ikan nila</i>	0	0	0	0	0	0	46.935	55.299	66.337	67.311	67.311	78.375
<i>Ikan gurame</i>	0	0	0	0	0	0	50.906	63.377	76.056	74.902	74.902	61.788
<i>Ikan kembung</i>	0	0	0	0	0	0	70.544	77.298	92.761	96.718	96.718	141.668
<i>Ikan tongkol</i>	0	0	0	0	0	0	46.492	57.931	69.520	68.465	68.465	56.478
<i>Ikan tuna</i>	0	0	0	0	0	0	54.867	72.722	87.271	83.159	83.159	36.441
<i>Ikan patin</i>	0	0	0	0	0	0	35.906	48.442	58.133	55.394	55.394	24.274
<i>Udang</i>	0	0	0	0	0	0	154.850	167.571	201.094	209.671	209.671	307.118
<i>Cumi</i>	0	0	0	0	0	0	105.839	121.816	146.186	148.332	148.332	172.716
<i>Ikan bawal putih</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan kakap</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan bandeng</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan tenggiri</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan cakalang</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan kuwe</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan salmon</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan tuna fillet</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan tenggiri giling</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Ikan kembung yang sudah dibersihkan</i>	0	0	0	0	0	0	0	0	0	0	0	0
<i>Udang kupas</i>	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>566.340</b>	<b>664.455</b>	<b>797.359</b>	<b>803.952</b>	<b>803.952</b>	<b>878.860</b>

Target Penjualan FishWorld per bulan di tahun kedua

Description	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year
	Month 13 01/01/2022	Month 14 28/02/2022	Month 15 31/03/2022	Month 16 30/04/2022	Month 17 31/05/2022	Month 18 30/06/2022	Month 19 31/07/2022	Month 20 31/08/2022	Month 21 30/09/2022	Month 22 31/10/2022	Month 23 30/11/2022	Month 24 31/12/2022
<i>Target penjualan (volume kg)</i>												
Ikan nila kg	3858	3960	4465	4487	4549	4672	4737	4832	4899	4968	5034	5156
Ikan gurame kg	2575	2600	3006	2943	2921	2959	2940	2950	2933	2917	2898	2936
Ikan kembung kg	5141	5321	5923	6030	6177	6384	6535	6713	6865	7019	7169	7377
Ikan tongkol kg	2575	2600	3006	2943	2921	2959	2940	2950	2933	2917	2898	2936
Ikan tuna kg	1291	1239	1547	1400	1293	1246	1143	1068	966	866	763	716
Ikan patin kg	1291	1239	1547	1400	1293	1246	1143	1068	966	866	763	716
Udang kg	5141	5321	5923	6030	6177	6384	6535	6713	6865	7019	7169	7377
Cumi kg	3858	3960	4465	4487	4549	4672	4737	4832	4899	4968	5034	5156
Ikan bawal putih kg	0	0	0	0	0	0	0	0	0	0	0	0
Ikan kakap kg	0	0	0	0	0	0	0	0	0	0	0	0
Ikan bandeng kg	0	0	0	0	0	0	0	0	0	0	0	0
Ikan tenggiri kg	0	0	0	0	0	0	0	0	0	0	0	0
Ikan cakalang kg	0	0	0	0	0	0	0	0	0	0	0	0
Ikan kuwe kg	0	0	0	0	0	0	0	0	0	0	0	0
Ikan salmon kg	0	0	0	0	0	0	0	0	0	0	0	0
Ikan tuna fillet kg	0	0	0	0	0	0	0	0	0	0	0	0
Ikan tenggiri giling kg	0	0	0	0	0	0	0	0	0	0	0	0
Ikan kembung yang sudah dibersihkan kg	0	0	0	0	0	0	0	0	0	0	0	0
Udang kupas kg	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Target Penjualan (volume kg)</b>	<b>25.731</b>	<b>26.240</b>	<b>29.881</b>	<b>29.720</b>	<b>29.881</b>	<b>30.524</b>	<b>30.711</b>	<b>31.126</b>	<b>31.327</b>	<b>31.541</b>	<b>31.728</b>	<b>32.371</b>
<i>Target penjualan (dalam format ribuan rupiah)</i>												
Ikan nila	105.416	108.209	121.990	122.597	124.301	127.651	129.447	132.020	133.861	135.748	137.544	140.894
Ikan gurame	83.379	84.188	97.335	95.315	94.596	95.828	95.217	95.528	94.971	94.469	93.858	95.090
Ikan kembung	190.234	196.874	219.177	223.128	228.565	236.231	241.792	248.405	254.028	259.713	265.274	272.940
Ikan tongkol	76.214	76.953	88.970	87.124	86.467	87.593	87.035	87.318	86.810	86.350	85.792	86.918
Ikan tuna	49.663	47.652	59.481	53.830	49.724	47.934	43.957	41.073	37.160	33.311	29.333	27.543
Ikan patin	33.081	31.742	39.622	35.857	33.122	31.930	29.280	27.359	24.753	22.189	19.539	18.347
Udang	412.401	426.796	475.145	483.710	495.497	512.116	524.172	538.509	550.699	563.022	575.078	591.697
Cumi	232.305	238.460	268.830	270.167	273.922	281.305	285.262	290.932	294.990	299.149	303.106	310.489
Ikan bawal putih	0	0	0	0	0	0	0	0	0	0	0	0
Ikan kakap	0	0	0	0	0	0	0	0	0	0	0	0
Ikan bandeng	0	0	0	0	0	0	0	0	0	0	0	0
Ikan tenggiri	0	0	0	0	0	0	0	0	0	0	0	0
Ikan cakalang	0	0	0	0	0	0	0	0	0	0	0	0
Ikan kuwe	0	0	0	0	0	0	0	0	0	0	0	0
Ikan salmon	0	0	0	0	0	0	0	0	0	0	0	0
Ikan tuna fillet	0	0	0	0	0	0	0	0	0	0	0	0
Ikan tenggiri giling	0	0	0	0	0	0	0	0	0	0	0	0
Ikan kembung yang sudah dibersihkan	0	0	0	0	0	0	0	0	0	0	0	0
Udang kupas	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>1.182.692</b>	<b>1.210.873</b>	<b>1.370.549</b>	<b>1.371.729</b>	<b>1.386.194</b>	<b>1.420.589</b>	<b>1.436.161</b>	<b>1.461.145</b>	<b>1.477.271</b>	<b>1.493.951</b>	<b>1.509.524</b>	<b>1.543.918</b>

**Target Penjualan FishWorld per bulan di tahun ketiga**

Description	3rd Year Month 25 01/01/2023	3rd Year Month 26 28/02/2023	3rd Year Month 27 31/03/2023	3rd Year Month 28 30/04/2023	3rd Year Month 29 31/05/2023	3rd Year Month 30 30/06/2023	3rd Year Month 31 31/07/2023	3rd Year Month 32 31/08/2023	3rd Year Month 33 30/09/2023	3rd Year Month 34 31/10/2023	3rd Year Month 35 30/11/2023	3rd Year Month 36 31/12/2023
<i>Target penjualan (volume kg)</i>												
Ikan nila kg	8817	8775	8863	8820	8888	8887	8921	8955	8912	8938	8933	8933
Ikan gurame kg	5021	4979	5028	4986	5054	5052	5086	5120	5078	5103	5099	5099
Ikan kembung kg	12614	12571	12697	12655	12723	12721	12755	12789	12746	12772	12768	12768
Ikan tongkol kg	5021	4979	5028	4986	5054	5052	5086	5120	5078	5103	5099	5099
Ikan tuna kg	1225	1182	1194	1152	1220	1218	1252	1286	1243	1269	1265	1265
Ikan patin kg	1225	1182	1194	1152	1220	1218	1252	1286	1243	1269	1265	1265
Udang kg	12614	12571	12697	12655	12723	12721	12755	12789	12746	12772	12768	12768
Cumi kg	8817	8775	8863	8820	8888	8887	8921	8955	8912	8938	8933	8933
Ikan bawal putih kg	228	186	188	206	221	243	267	321	385	423	466	535
Ikan kakap kg	128	141	142	156	167	184	202	243	291	320	352	405
Ikan bandeng kg	107	119	120	133	142	156	172	206	247	272	299	344
Ikan tenggiri kg	137	150	151	166	178	196	215	258	310	341	375	431
Ikan cakalang kg	91	104	105	116	124	136	150	180	216	237	261	300
Ikan kuwe kg	76	89	90	99	106	116	128	153	184	202	223	256
Ikan salmon kg	76	89	90	99	106	116	128	153	184	202	223	256
Ikan tuna fillet kg	122	134	136	149	160	176	193	232	279	306	337	388
Ikan tenggiri giling kg	183	195	197	217	232	255	281	337	405	445	490	563
Ikan kembung yang sudah dibersihkan kg	228	241	243	268	287	315	347	416	499	549	604	695
Udang kupas kg	152	165	167	183	196	216	237	285	342	376	413	475
<b>Total Target Penjualan (volume kg)</b>	<b>56.882</b>	<b>56.627</b>	<b>57.193</b>	<b>57.016</b>	<b>57.686</b>	<b>57.864</b>	<b>58.347</b>	<b>59.083</b>	<b>59.300</b>	<b>59.838</b>	<b>60.171</b>	<b>60.778</b>
<i>Target penjualan (dalam format ribuan rupiah)</i>												
Ikan nila	277.068	275.733	278.490	277.154	279.291	279.238	280.306	281.374	280.039	280.840	280.707	280.712
Ikan gurame	186.994	185.412	187.266	185.683	188.215	188.152	189.418	190.685	189.102	190.051	189.893	189.898
Ikan kembung	536.737	534.928	540.278	538.469	541.363	541.290	542.737	544.184	542.376	543.461	543.280	543.285
Ikan tongkol	170.925	169.478	171.173	169.726	172.041	171.983	173.140	174.298	172.851	173.719	173.574	173.579
Ikan tuna	54.164	52.285	52.807	50.928	53.935	53.860	55.364	56.867	54.988	56.115	55.927	55.933
Ikan patin	36.080	34.828	35.176	33.924	35.927	35.877	36.879	37.880	36.628	37.379	37.254	37.258
Udang	1.163.572	1.159.652	1.171.248	1.167.328	1.173.600	1.173.444	1.176.580	1.179.716	1.175.796	1.178.148	1.177.756	1.177.768
Cumi	610.576	607.633	613.709	610.766	615.475	615.357	617.712	620.066	617.123	618.889	618.595	618.603
Ikan bawal putih	24.412	19.867	20.065	22.072	23.617	25.979	28.576	34.292	41.150	45.265	49.792	57.260
Ikan kakap	4.733	5.205	5.258	5.783	6.188	6.807	7.488	8.985	10.782	11.860	13.046	15.003
Ikan bandeng	3.744	4.192	4.234	4.657	4.983	5.482	6.030	7.236	8.683	9.551	10.506	12.082
Ikan tenggiri	13.253	14.487	14.632	16.095	17.222	18.944	20.839	25.006	30.008	33.008	36.309	41.756
Ikan cakalang	2.541	2.896	2.925	3.217	3.442	3.787	4.165	4.998	5.998	6.598	7.258	8.346
Ikan kuwe	2.559	2.988	3.018	3.320	3.552	3.908	4.298	5.158	6.190	6.808	7.489	8.613
Ikan salmon	14.503	16.933	17.103	18.813	20.130	22.143	24.357	29.228	35.074	38.581	42.439	48.805
Ikan tuna fillet	5.653	6.245	6.307	6.938	7.424	8.166	8.983	10.779	12.935	14.229	15.652	18.000
Ikan tenggiri giling	18.555	19.850	20.049	22.054	23.597	25.957	28.553	34.263	41.116	45.228	49.751	57.213
Ikan kembung yang sudah dibersihkan	10.198	10.768	10.876	11.963	12.801	14.081	15.489	18.586	22.304	24.534	26.988	31.036
Udang kupas	14.739	15.974	16.134	17.747	18.989	20.888	22.977	27.573	33.087	36.396	40.035	46.041
<b>Total</b>	<b>3.151.006</b>	<b>3.139.353</b>	<b>3.170.746</b>	<b>3.166.638</b>	<b>3.201.794</b>	<b>3.215.341</b>	<b>3.243.890</b>	<b>3.291.176</b>	<b>3.316.229</b>	<b>3.350.662</b>	<b>3.376.251</b>	<b>3.421.191</b>

Target Penjualan FishWorld per bulan di Tahun Keempat

Description	4th Year Month 37 31/01/2024	4th Year Month 38 28/02/2024	4th Year Month 39 31/03/2024	4th Year Month 40 30/04/2024	4th Year Month 41 31/05/2024	4th Year Month 42 30/06/2024	4th Year Month 43 31/07/2024	4th Year Month 44 31/08/2024	4th Year Month 45 30/09/2024	4th Year Month 46 31/10/2024	4th Year Month 47 30/11/2024	4th Year Month 48 31/12/2024
<i>Target penjualan (volume kg)</i>												
Ikan nila kg	8424	8508	8934	8854	8866	8826	8786	9225	9585	10064	10144	10651
Ikan gurame kg	4815	4863	5106	5026	5038	4998	4958	5206	5566	5845	5925	6221
Ikan kembung kg	12033	12153	12761	12681	12693	12653	12613	13243	13603	14283	14363	15082
Ikan tongkol kg	4815	4863	5106	5026	5038	4998	4958	5206	5566	5845	5925	6221
Ikan tuna kg	1206	1218	1279	1199	1211	1171	1131	1188	1548	1625	1705	1791
Ikan patin kg	1206	1218	1279	1199	1211	1171	1187	1247	1607	1687	1767	1855
Udang kg	12033	12153	12761	12681	12693	12653	12669	13302	13662	14345	14425	15146
Cumi kg	8424	8508	8934	8854	8866	8826	8842	9284	9644	10126	10206	10716
Ikan bawal putih kg	655	662	695	729	948	1043	1252	1314	1674	1758	1838	1930
Ikan kakap kg	496	501	526	552	718	789	947	995	1355	1422	1502	1577
Ikan bandeng kg	421	425	446	468	609	670	804	844	1204	1264	1344	1411
Ikan tenggiri kg	528	533	560	588	764	841	1009	1059	1419	1490	1570	1649
Ikan cakalang kg	367	371	389	409	531	584	701	736	1096	1151	1231	1293
Ikan kuwe kg	313	316	332	349	453	499	599	629	989	1038	1118	1174
Ikan salmon kg	313	316	332	349	453	499	599	629	989	1038	1118	1174
Ikan tuna fillet kg	474	479	503	528	687	755	906	952	1312	1377	1457	1530
Ikan tenggiri giling kg	689	696	731	767	997	1097	1316	1382	1742	1829	1909	2005
Ikan kembung yang sudah dibersihkan kg	850	858	901	946	1230	1353	1624	1705	2065	2168	2248	2361
Udang kupas kg	582	587	617	648	842	926	1111	1167	1527	1603	1683	1767
<b>Total Target Penjualan (volume kg)</b>	<b>58.644</b>	<b>59.230</b>	<b>62.192</b>	<b>61.853</b>	<b>63.849</b>	<b>64.353</b>	<b>66.012</b>	<b>69.312</b>	<b>76.152</b>	<b>79.960</b>	<b>81.480</b>	<b>85.554</b>
<i>Target penjualan (dalam format ribuan rupiah)</i>												
Ikan nila	304.408	307.452	322.824	319.934	320.367	318.922	317.476	333.350	346.359	363.677	366.568	384.896
Ikan gurame	206.222	208.284	218.698	215.272	215.786	214.073	212.360	222.978	238.396	250.315	253.742	266.429
Ikan kembung	588.809	594.697	624.432	620.517	621.105	619.147	617.190	648.049	665.666	698.949	702.864	738.007
Ikan tongkol	188.500	190.385	199.904	196.772	197.242	195.676	194.110	203.816	217.909	228.804	231.936	243.533
Ikan tuna	61.353	61.967	65.065	60.996	61.607	59.572	57.538	60.415	78.724	82.660	86.729	91.065
Ikan patin	40.868	41.277	43.341	40.631	41.037	39.682	40.224	42.235	54.431	57.153	59.863	62.856
Udang	1.276.458	1.289.222	1.353.684	1.345.197	1.346.470	1.342.227	1.343.924	1.411.120	1.449.310	1.521.775	1.530.262	1.606.775
Cumi	670.821	677.529	711.406	705.035	705.991	702.806	704.080	739.284	767.952	806.349	812.720	853.356
Ikan bawal putih	80.569	81.374	85.443	89.715	116.630	128.293	153.952	161.649	205.926	216.223	226.062	237.365
Ikan kakap	21.111	21.322	22.388	23.507	30.559	33.615	40.338	42.355	57.686	60.570	63.977	67.175
Ikan bandeng	17.000	17.170	18.029	18.930	24.609	27.070	32.484	34.109	48.660	51.092	54.326	57.042
Ikan tenggiri	58.753	59.340	62.307	65.422	85.049	93.554	112.265	117.878	157.942	165.839	174.742	183.479
Ikan cakalang	11.744	11.861	12.454	13.077	17.000	18.700	22.440	23.562	35.084	36.838	39.398	41.368
Ikan kuwe	12.119	12.240	12.852	13.494	17.543	19.297	23.156	24.314	38.240	40.152	43.247	45.409
Ikan salmon	68.672	69.359	72.827	76.468	99.408	109.349	131.219	137.780	216.694	227.528	245.065	257.318
Ikan tuna fillet	25.326	25.580	26.859	28.202	36.662	40.328	48.394	50.814	70.038	73.540	77.812	81.702
Ikan tenggiri giling	80.502	81.307	85.373	89.641	116.534	128.187	153.824	161.516	203.583	213.762	223.110	234.266
Ikan kembung yang sudah dibersihkan	43.669	44.106	46.311	48.627	63.215	69.536	83.443	87.615	106.113	111.418	115.529	121.305
Udang kupas	64.782	65.430	68.701	72.136	93.777	103.155	123.786	129.975	170.074	178.578	187.489	196.863
<b>Total</b>	<b>3.821.685</b>	<b>3.859.902</b>	<b>4.052.897</b>	<b>4.043.574</b>	<b>4.210.590</b>	<b>4.263.189</b>	<b>4.412.204</b>	<b>4.632.814</b>	<b>5.128.784</b>	<b>5.385.223</b>	<b>5.495.438</b>	<b>5.770.210</b>

**Target Penjualan FishWorld per bulan di Tahun Kelima**

Description	5th Year Month 49 31/01/2025	5th Year Month 50 28/02/2025	5th Year Month 51 31/03/2025	5th Year Month 52 30/04/2025	5th Year Month 53 31/05/2025	5th Year Month 54 30/06/2025	5th Year Month 55 31/07/2025	5th Year Month 56 31/08/2025	5th Year Month 57 30/09/2025	5th Year Month 58 31/10/2025	5th Year Month 59 30/11/2025	5th Year Month 60 31/12/2025
<i>Target penjualan (volume kg)</i>												
Ikan nila kg	10438	10424	13552	13538	13468	13398	13532	13667	13804	13839	13769	13811
Ikan gurame kg	6097	6083	7907	7893	7823	7753	7831	7909	7988	8023	7953	7995
Ikan kembung kg	14780	14766	19196	19182	19112	19042	19232	19425	19619	19654	19584	19626
Ikan tongkol kg	6097	6083	7907	7893	7823	7753	7831	7909	7988	8023	7953	7995
Ikan tuna kg	1755	1741	2263	2249	2179	2109	2130	2151	2173	2208	2138	2180
Ikan patin kg	1818	1804	2346	2332	2262	2192	2213	2236	2258	2293	2223	2265
Udang kg	14844	14830	19278	19264	19194	19124	19316	19509	19704	19739	19669	19711
Cumi kg	10502	10488	13634	13620	13550	13480	13615	13751	13889	13924	13854	13896
Ikan bawal putih kg	1891	1877	2441	2427	2357	2287	2309	2332	2356	2391	2321	2363
Ikan kakap kg	1546	1532	1991	1977	1907	1837	1856	1874	1893	1928	1858	1900
Ikan bandeng kg	1383	1369	1780	1766	1696	1626	1642	1658	1675	1710	1640	1682
Ikan tenggiri kg	1616	1602	2082	2068	1998	1928	1948	1967	1987	2022	1952	1994
Ikan cakalang kg	1267	1253	1629	1615	1545	1475	1489	1504	1519	1554	1484	1526
Ikan kuwe kg	1150	1136	1477	1463	1393	1323	1337	1350	1363	1398	1328	1370
Ikan salmon kg	1150	1136	1477	1463	1393	1323	1337	1350	1363	1398	1328	1370
Ikan tuna fillet kg	1499	1485	1931	1917	1847	1777	1795	1813	1831	1866	1796	1838
Ikan tenggiri giling kg	1965	1951	2536	2522	2452	2382	2406	2430	2454	2489	2419	2461
Ikan kembung yang sudah dibersihkan kg	2314	2300	2990	2976	2906	2836	2864	2893	2922	2957	2887	2929
Udang kupas kg	1732	1718	2233	2219	2149	2079	2100	2121	2142	2177	2107	2149
<b>Total Target Penjualan (volume kg)</b>	<b>83.843</b>	<b>83.577</b>	<b>108.650</b>	<b>108.384</b>	<b>107.054</b>	<b>105.724</b>	<b>106.781</b>	<b>107.849</b>	<b>108.928</b>	<b>109.593</b>	<b>108.263</b>	<b>109.061</b>
<i>Target penjualan (dalam format ribuan rupiah)</i>												
Ikan nila	433.778	433.196	563.155	562.573	559.664	556.756	562.323	567.946	573.626	575.080	572.171	573.917
Ikan gurame	300.265	299.576	389.448	388.759	385.311	381.864	385.682	389.539	393.434	395.158	391.711	393.779
Ikan kembung	831.734	830.946	1.080.230	1.079.442	1.075.503	1.071.564	1.082.279	1.093.102	1.104.033	1.106.003	1.102.063	1.104.427
Ikan tongkol	274.461	273.831	355.980	355.350	352.199	349.047	352.538	356.063	359.624	361.199	358.048	359.939
Ikan tuna	102.630	101.811	132.355	131.536	127.442	123.348	124.581	125.827	127.085	129.132	125.038	127.495
Ikan patin	70.839	70.294	91.382	90.836	88.109	85.382	86.236	87.098	87.969	89.333	86.605	88.242
Udang	1.810.836	1.809.128	2.351.866	2.350.158	2.341.618	2.333.079	2.356.409	2.379.974	2.403.773	2.408.043	2.399.503	2.404.627
Cumi	961.732	960.450	1.248.585	1.247.303	1.240.892	1.234.482	1.246.827	1.259.295	1.271.888	1.275.093	1.268.683	1.272.529
Ikan bawal putih	267.511	265.530	345.190	343.209	333.309	323.408	326.642	329.908	333.207	338.158	328.257	334.197
Ikan kakap	75.707	75.021	97.527	96.842	93.414	89.986	90.886	91.794	92.712	94.426	90.998	93.055
Ikan bandeng	64.287	63.636	82.727	82.076	78.822	75.569	76.324	77.087	77.858	79.485	76.231	78.184
Ikan tenggiri	206.781	204.989	266.486	264.694	255.736	246.777	249.245	251.737	254.255	258.734	249.775	255.151
Ikan cakalang	46.622	46.107	59.939	59.423	56.847	54.271	54.813	55.362	55.915	57.203	54.627	56.173
Ikan kuwe	51.176	50.553	65.719	65.096	61.982	58.868	59.457	60.052	60.652	62.209	59.095	60.964
Ikan salmon	289.997	286.468	372.408	368.879	351.233	333.587	336.923	340.292	343.695	352.518	334.872	345.460
Ikan tuna fillet	92.079	91.219	118.585	117.725	113.426	109.127	110.219	111.321	112.434	114.583	110.285	112.864
Ikan tenggiri giling	264.017	262.136	340.777	338.895	329.489	320.082	323.283	326.516	329.781	334.484	325.078	330.722
Ikan kembung yang sudah dibersihkan	136.711	135.884	176.649	175.821	171.685	167.549	169.225	170.917	172.626	174.694	170.558	173.040
Udang kupas	221.865	220.072	286.093	284.300	275.333	266.366	269.030	271.720	274.438	278.921	269.954	275.334
<b>Total</b>	<b>6.503.027</b>	<b>6.480.846</b>	<b>8.425.100</b>	<b>8.402.919</b>	<b>8.292.015</b>	<b>8.181.110</b>	<b>8.262.921</b>	<b>8.345.551</b>	<b>8.429.006</b>	<b>8.484.458</b>	<b>8.373.554</b>	<b>8.440.097</b>

**b. Biaya Marketing FishWorld per bulan di tahun pertama**

Description	Biaya per x	Frekuensi	Keterangan	Ist Year Month 1 31/01/2021	Ist Year Month 2 28/02/2021	Ist Year Month 3 31/03/2021	Ist Year Month 4 30/04/2021	Ist Year Month 5 31/05/2021	Ist Year Month 6 30/06/2021	Ist Year Month 7 31/07/2021	Ist Year Month 8 31/08/2021	Ist Year Month 9 30/09/2021	Ist Year Month 10 31/10/2021	Ist Year Month 11 30/11/2021	Ist Year Month 12 31/12/2021
<i>(in thousand rupiah)</i>															
Paid promotion social media IG		Mencapai >14.000 orang/hari	Facebook	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Paid promotion social media FB		Mencapai >14.000 orang/hari	Instagram	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Endorse melalui influencer/public figure photopost	5.000.000	oleh sharena delon - Photopost+video unboxing - Video post+ Video unboxing - Instastory photopost - instastory videopost		0	0	0	0	0	0	0	0	5.000	0	0	0
Endorse melalui influencer/public figure videopost + video unboxing	10.000.000			0	0	0	0	0	0	0	0	10.000	0	0	0
Endorse melalui influencer/public figure videopost + video instastory + photopost	2.000.000			0	0	0	0	0	0	0	0	2.000	0	0	0
Endorse melalui influencer/public figure videopost + video instastory + videopost	3.000.000			0	0	0	0	0	0	0	0	3.000	0	0	0
Partipost	12.000.000	4x setahun	pembukaan campaign	0	0	0	0	0	0	12.000	0	0	12.000	0	0
Live IG	20.000.000	2x setahun		0	0	0	0	0	0	0	0	20.000	0	0	0
Promosi di Radio	3.000.000	4x setahun		0	0	0	0	0	0	0	0	0	0	0	0
Promosi di TV	100.000.000	RCTI		0	0	0	0	0	0	0	0	0	0	0	0
	100.000.000	Indosiar		0	0	0	0	0	0	0	0	0	0	0	0
Google ads	5.000.000			0	0	0	0	0	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Youtube ads	5.800.000	1 bulan		0	0	0	0	0	5.800	5.800	5.800	5.800	5.800	5.800	5.800
VIU ads	5.800.000	1 bulan		0	0	0	0	0	5.800	5.800	5.800	5.800	5.800	5.800	5.800
Adsmart by detik.com	1.500.000	50000 per hari (24jam)x30hari		0	0	0	0	0	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Up-country ke nelayan-nelayan diluar jabodetabek utk mencari sourcing baru	20.000.000			0	0	0	0	0	0	0	0	0	20.000	0	0
Komisi penjualan	2,0%			0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Biaya Marketing</b>				<b>2.500</b>	<b>2.500</b>	<b>2.500</b>	<b>2.500</b>	<b>2.500</b>	<b>20.600</b>	<b>32.600</b>	<b>20.600</b>	<b>60.600</b>	<b>52.600</b>	<b>20.600</b>	<b>20.600</b>

**Biaya Marketing FishWorld per bulan di Tahun Kedua**

Description	Biaya per x	Frekuensi	Keterangan	2nd Year Month 13 01/01/2022	2nd Year Month 14 28/02/2022	2nd Year Month 15 31/03/2022	2nd Year Month 16 30/04/2022	2nd Year Month 17 31/05/2022	2nd Year Month 18 30/06/2022	2nd Year Month 19 31/07/2022	2nd Year Month 20 31/08/2022	2nd Year Month 21 30/09/2022	2nd Year Month 22 31/10/2022	2nd Year Month 23 30/11/2022	2nd Year Month 24 31/12/2022
<i>(in thousand rupiah)</i>															
Paid promotion social media IG		Mencapai >14.000 orang/hari	Facebook	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Paid promotion social media FB		Mencapai >14.000 orang/hari	Instagram	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Endorse melalui influencer/public figure photopost	5.000.000	tahun ke-1 : 2x tahun ke-2 : 3x tahun ke-3 : 2x tahun ke-4 : 2x	oleh sharena delon - Photopost+video unboxing	0	5.000	0	0	5.000	0	0	0	0	5.000	0	0
Endorse melalui influencer/public figure videopost + video unboxing	10.000.000		- Video post+ Video unboxing	0	10.000	0	0	10.000	0	0	0	0	10.000	0	0
Endorse melalui influencer/public figure videopost + video instastory + photopost	2.000.000		- Instastory photopost	0	2.000	0	0	2.000	0	0	0	0	2.000	0	0
Endorse melalui influencer/public figure videopost + video instastory + videopost	3.000.000		- instastory videopost	0	3.000	0	0	3.000	0	0	0	0	3.000	0	0
Partipost	12.000.000	4x setahun	pembukaan campaign	12.000	0	0	12.000	0	0	12.000	0	0	12.000	0	0
Live IG	20.000.000	2x setahun		0	0	20.000	0	0	0	0	0	20.000	0	0	0
Promosi di Radio	3.000.000	4x setahun		0	3.000	0	0	3.000	0	0	3.000	0	0	3.000	0
Promosi di TV	100.000.000	RCTI		100.000	0	0	0	0	0	0	0	0	0	0	0
	100.000.000	Indosiar		0	0	0	0	0	0	0	0	0	0	0	0
Google ads	5.000.000			5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Youtube ads	5.800.000	1 bulan		5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800
VIU ads	5.800.000	1 bulan		5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800
Adsmart by detik.com	1.500.000	50000 per hari (24jam)x30hari		1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Up-country ke nelayan-nelayan diluar jabodetabek utk mencari sourcing baru	20.000.000			20.000	0	0	20.000	0	0	0	0	20.000	0	0	0
Komisi penjualan	2.0%			0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Biaya Marketing</b>				<b>152.600</b>	<b>43.600</b>	<b>40.600</b>	<b>52.600</b>	<b>43.600</b>	<b>20.600</b>	<b>32.600</b>	<b>23.600</b>	<b>60.600</b>	<b>52.600</b>	<b>23.600</b>	<b>20.600</b>

**Biaya Marketing FishWorld per bulan di tahun ketiga**

Description	Biaya per x	Frekuensi	Keterangan	3rd Year Month 25 01/01/2023	3rd Year Month 26 28/02/2023	3rd Year Month 27 31/03/2023	3rd Year Month 28 30/04/2023	3rd Year Month 29 31/05/2023	3rd Year Month 30 30/06/2023	3rd Year Month 31 31/07/2023	3rd Year Month 32 31/08/2023	3rd Year Month 33 30/09/2023	3rd Year Month 34 31/10/2023	3rd Year Month 35 30/11/2023	3rd Year Month 36 31/12/2023
<i>(in thousand rupiah)</i>															
Paid promotion social media IG		Mencapai >14.000 orang/hari	Facebook	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Paid promotion social media FB		Mencapai >14.000 orang/hari	Instagram	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Endorse melalui influencer/public figure photopost	5.000.000	tahun ke-1 : 2x tahun ke-2 : 3x tahun ke-3 : 2x tahun ke-4 : 2x	oleh sharena delon - Photopost+video unboxing	0	0	0	5.000	0	0	0	0	5.000	0	0	0
Endorse melalui influencer/public figure videopost + video unboxing	10.000.000		- Video post+ Video unboxing	0	0	0	10.000	0	0	0	0	10.000	0	0	0
Endorse melalui influencer/public figure videopost + video instastory + photopost	2.000.000		- Instastory photopost	0	0	0	2.000	0	0	0	0	2.000	0	0	0
Endorse melalui influencer/public figure videopost + video instastory + videopost	3.000.000		- instastory videopost	0	0	0	3.000	0	0	0	0	3.000	0	0	0
Partipost	12.000.000	4x setahun	pembukaan campaign	12.000	0	0	12.000	0	0	12.000	0	0	12.000	0	0
Live IG	20.000.000	2x setahun		0	0	0	0	0	0	0	0	0	0	0	0
Promosi di Radio	3.000.000	4x setahun		0	0	3.000	0	0	3.000	0	0	0	3.000	0	0
Promosi di TV	100.000.000	RCTI		0	0	0	0	0	0	0	0	0	0	0	0
	100.000.000	Indosiar		0	100.000	0	0	0	0	0	0	0	0	0	0
Google ads	5.000.000			5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Youtube ads	5.800.000	1 bulan		5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800
VIU ads	5.800.000	1 bulan		5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800
Adsmart by detik.com	1.500.000	50000 per hari (24jam)x30hari		1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Up-country ke nelayan-nelayan diluar jabodetabek utk mencari sourcing baru	20.000.000			20.000	0	0	20.000	0	0	20.000	0	0	20.000	0	0
Komisi penjualan	2,0%			2.185	2.045	2.150	2.158	2.097	2.188	2.092	2.238	2.414	2.331	2.486	2.430
<b>Total Biaya Marketing</b>				<b>54.785</b>	<b>122.645</b>	<b>25.750</b>	<b>74.758</b>	<b>22.697</b>	<b>25.788</b>	<b>54.692</b>	<b>22.838</b>	<b>43.014</b>	<b>57.931</b>	<b>23.086</b>	<b>23.030</b>



**Biaya Marketing FishWorld per bulan di tahun keempat**

Description	Biaya per x	Frekuensi	Keterangan	4th Year Month 37 31/01/2024	4th Year Month 38 28/02/2024	4th Year Month 39 31/03/2024	4th Year Month 40 30/04/2024	4th Year Month 41 31/05/2024	4th Year Month 42 30/06/2024	4th Year Month 43 31/07/2024	4th Year Month 44 31/08/2024	4th Year Month 45 30/09/2024	4th Year Month 46 31/10/2024	4th Year Month 47 30/11/2024	4th Year Month 48 31/12/2024
<i>(in thousand rupiah)</i>															
Paid promotion social media IG		Mencapai >14.000 orang/hari	Facebook	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Paid promotion social media FB		Mencapai >14.000 orang/hari	Instagram	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Endorse melalui influencer/public figure photopost	5.000.000	tahun ke-1 : 2x tahun ke-2 : 3x tahun ke-3 : 2x tahun ke-4 : 2x	oleh sharena delon - Photopost+video unboxing	0	0	0	5.000	0	0	0	0	5.000	0	0	0
Endorse melalui influencer/public figure videopost + video unboxing	10.000.000		- Video post+ Video unboxing	0	0	0	10.000	0	0	0	0	10.000	0	0	0
Endorse melalui influencer/public figure videopost + video instastory + photopost	2.000.000		- Instastory photopost	0	0	0	2.000	0	0	0	0	2.000	0	0	0
Endorse melalui influencer/public figure videopost + video instastory + videopost	3.000.000		- instastory videopost	0	0	0	3.000	0	0	0	0	3.000	0	0	0
Partipost	12.000.000	4x setahun	pembukaan campaign	12.000	0	0	12.000	0	0	12.000	0	0	12.000	0	0
Live IG	20.000.000	2x setahun		0	0	0	0	0	0	0	0	0	0	0	0
Promosi di Radio	3.000.000	4x setahun		0	3.000	0	0	0	3.000	0	0	0	3.000	0	0
Promosi di TV	100.000.000	IRCTI		0	0	0	0	0	0	0	0	0	0	0	0
	100.000.000	Indosiar		0	0	0	0	0	0	0	0	0	0	0	0
Google ads	5.000.000			5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Youtube ads	5.800.000	1 bulan		5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800
VIU ads	5.800.000	1 bulan		5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800
Adsmart by detik.com	1.500.000	50000 per hari (24jam)x30hari		1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Up-country ke nelayan-nelayan diluar jabodetabek utk mencari sourcing baru	20.000.000			20.000	0	0	20.000	0	0	0	0	0	20.000	0	0
Komisi penjualan	2,0%			9.252	9.314	9.830	10.052	10.179	10.618	10.990	11.799	12.212	13.279	14.009	15.143
<b>Total Biaya Marketing</b>				<b>61.852</b>	<b>32.914</b>	<b>30.430</b>	<b>82.652</b>	<b>30.779</b>	<b>34.218</b>	<b>43.590</b>	<b>32.399</b>	<b>52.812</b>	<b>68.879</b>	<b>34.609</b>	<b>35.743</b>

**Biaya Marketing FishWorld per bulan di tahun kelima**

Description	Biaya per x	Frekuensi	Keterangan	5th Year Month 49 31/01/2025	5th Year Month 50 28/02/2025	5th Year Month 51 31/03/2025	5th Year Month 52 30/04/2025	5th Year Month 53 31/05/2025	5th Year Month 54 30/06/2025	5th Year Month 55 31/07/2025	5th Year Month 56 31/08/2025	5th Year Month 57 30/09/2025	5th Year Month 58 31/10/2025	5th Year Month 59 30/11/2025	5th Year Month 60 31/12/2025
<i>(in thousand rupiah)</i>															
Paid promotion social media IG		Mencapai >14.000 orang/hari	Facebook	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Paid promotion social media FB		Mencapai >14.000 orang/hari	Instagram	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250
Endorse melalui influencer/public figure photopost	5.000.000	tahun ke-1 : 2x tahun ke-2 : 3x tahun ke-3 : 2x tahun ke-4 : 2x	oleh sharena delon - Photopost+video unboxing	0	0	0	0	0	0	0	0	0	0	0	0
Endorse melalui influencer/public figure videopost + video unboxing	10.000.000		- Video post+ Video unboxing	0	0	0	0	0	0	0	0	0	0	0	0
Endorse melalui influencer/public figure videopost + video instastory + photopost	2.000.000		- Instastory photopost	0	0	0	0	0	0	0	0	0	0	0	0
Endorse melalui influencer/public figure videopost + video instastory + videopost	3.000.000		instastory videopost	0	0	0	0	0	0	0	0	0	0	0	0
Partipost	12.000.000	4x setahun	pembukaan campaign	12.000	0	0	12.000	0	0	12.000	0	0	12.000	0	0
Live IG	20.000.000	2x setahun		0	0	0	0	0	0	0	0	0	0	0	0
Promosi di Radio	3.000.000	4x setahun		0	0	0	3.000	0	0	0	3.000	0	0	3.000	0
Promosi di TV	100.000.000	IRCTI		0	0	0	0	0	0	0	0	0	0	0	0
	100.000.000	Indosiar		0	0	0	0	0	0	0	0	0	0	0	0
Google ads	5.000.000			5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Youtube ads	5.800.000	1 bulan		5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800
VIU ads	5.800.000	1 bulan		5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800	5.800
Adsmart by detik.com	1.500.000	50000 per hari (24jam)x30hari		1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Up-country ke nelayan-nelayan diluar jabodetabek utk mencari sourcing baru	20.000.000			20.000	0	0	20.000	0	0	0	0	0	20.000	0	0
Komisi penjualan	2,0%			44.588	43.081	59.168	59.619	57.949	57.235	56.745	57.783	58.710	58.989	57.934	57.771
<b>Total Biaya Marketing</b>				<b>97.188</b>	<b>63.681</b>	<b>79.768</b>	<b>115.219</b>	<b>78.549</b>	<b>77.835</b>	<b>89.345</b>	<b>81.383</b>	<b>79.310</b>	<b>111.589</b>	<b>81.534</b>	<b>78.371</b>

### c. Biaya Operasional FishWorld per bulan di tahun pertama

(in thousand rupiah)

<i>Operational Cost</i>	<b>1st Year Month 1 31/01/2021</b>	<b>1st Year Month 2 28/02/2021</b>	<b>1st Year Month 3 31/03/2021</b>	<b>1st Year Month 4 30/04/2021</b>	<b>1st Year Month 5 31/05/2021</b>	<b>1st Year Month 6 30/06/2021</b>	<b>1st Year Month 7 31/07/2021</b>	<b>1st Year Month 8 31/08/2021</b>	<b>1st Year Month 9 30/09/2021</b>	<b>1st Year Month 10 31/10/2021</b>	<b>1st Year Month 11 30/11/2021</b>	<b>1st Year Month 12 31/12/2021</b>
Maintenance system (cloud server)	0	0	0	0	0	0	404	404	404	404	404	404
Biaya Backup Server Fisik (Data Center)	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299
Office Rental	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity)	13.264	19.896	19.896	19.896	19.896	26.529	39.793	39.793	39.793	39.793	39.793	39.793
Utilities (water) only for packaging, processing		250	250	250	250	500	500	500	500	600	600	600
Uji Laboratorium Air Instalasi Pabrik							1.100	1.100	1.100	1.100	1.100	1.100
Utilities (telp)			100	100	100	100	100	100	100	100	100	100
Stationary	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Cleaning Service	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Maintenance building												1.000
Transportasi	1.000	1.000	1.000	1.000	4.000	4.000	4.000	5.000	5.000	5.000	5.000	5.000
Perlengkapan packaging	0	0	0	0	0	0	3.336	4.069	4.883	4.883	4.883	4.883
Tenaga harian packaging, processing	0	0	0	0	0	0	5.200	5.200	5.200	5.200	5.200	5.200
Seragam kerja 2 pasang per orang @90K	465	465	465	465	465	465	465	465	465	465	465	465
Seragam tenaga packaging harian @150.000	0	0	0	0	0	0	25	25	25	25	25	25
Sepatu Boot @150.000	13	13	13	13	13	13	38	38	38	38	38	38
<b>Total</b>	<b>48.041</b>	<b>54.923</b>	<b>55.023</b>	<b>55.023</b>	<b>58.023</b>	<b>64.905</b>	<b>88.260</b>	<b>89.992</b>	<b>91.806</b>	<b>90.906</b>	<b>90.906</b>	<b>90.906</b>

### Biaya Operasional FishWorld per bulan di tahun kedua

(in thousand rupiah)

<i>Operational Cost</i>	2nd Year Month 13 01/01/2022	2nd Year Month 14 28/02/2022	2nd Year Month 15 31/03/2022	2nd Year Month 16 30/04/2022	2nd Year Month 17 31/05/2022	2nd Year Month 18 30/06/2022	2nd Year Month 19 31/07/2022	2nd Year Month 20 31/08/2022	2nd Year Month 21 30/09/2022	2nd Year Month 22 31/10/2022	2nd Year Month 23 30/11/2022	2nd Year Month 24 31/12/2022
<i>Maintenance system (cloud server)</i>	404	404	404	404	404	404	404	404	404	404	404	404
Biaya Backup Server Fisik (Data Center)	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299
Office Rental	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity)	132.643	66.322	66.322	66.322	79.586	79.586	79.586	79.586	79.586	79.586	79.586	79.586
Utilities (water) only for packaging, processing	600	600	600	600	600	700	700	700	700	700	700	700
Uji Laboratorium Air Instalasi Pabrik	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
Utilities (telp)	100	100	100	100	100	100	100	100	100	100	100	100
<i>Stationary</i>	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<i>Cleaning Service</i>	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<i>Maintenance building</i>		3.000					3.000					
Transportasi	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	6.500	6.500	6.500
Perlengkapan <i>packaging</i>	6.054	6.174	7.031	6.993	7.031	7.182	7.226	7.324	7.371	7.421	7.466	7.617
Tenaga harian <i>packaging</i> , <i>processing</i>	5.356	5.356	8.034	8.034	8.034	8.034	8.034	8.034	8.034	8.034	8.034	8.034
Seragam kerja 2 pasang per orang @90K	540	540	540	540	540	540	540	540	540	540	540	540
Seragam tenaga <i>packaging</i> harian @150.000	25	25	38	38	38	38	38	38	38	38	38	38
Sepatu Boot @150.000	38	38	50	50	50	50	50	50	50	50	50	50
<b>Total</b>	<b>185.159</b>	<b>121.957</b>	<b>122.517</b>	<b>122.479</b>	<b>135.781</b>	<b>136.033</b>	<b>139.077</b>	<b>136.174</b>	<b>136.222</b>	<b>137.772</b>	<b>137.816</b>	<b>137.967</b>

### Biaya Operasional FishWorld per bulan di tahun ketiga

(in thousand rupiah)

Operational Cost	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year
	Month 25 01/01/2023	Month 26 28/02/2023	Month 27 31/03/2023	Month 28 30/04/2023	Month 29 31/05/2023	Month 30 30/06/2023	Month 31 31/07/2023	Month 32 31/08/2023	Month 33 30/09/2023	Month 34 31/10/2023	Month 35 30/11/2023	Month 36 31/12/2023
Maintenance system (cloud server)	404	404	404	404	404	404	404	404	404	404	404	404
Biaya Backup Server Fisik (Data Center)	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299
Office Rental	27.500	27.500	27.500	27.500	27.500	27.500	27.500	27.500	27.500	27.500	27.500	27.500
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity)	92.850	92.850	92.850	92.850	92.850	92.850	92.850	112.747	112.747	112.747	112.747	112.747
Utilities (water) only for packaging, processing	700	700	700	700	700	700	700	700	700	700	700	700
Uji Laboratorium Air Instalasi Pabrik	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
Utilities (telp)	100	100	100	100	100	100	100	100	100	100	100	100
Stationary	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Cleaning Service	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Maintenance building	4.000							5.000				
Transportasi	6.500	6.500	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000
Perlengkapan packaging	13.384	13.324	13.457	13.416	13.573	13.615	13.729	13.902	13.953	14.079	14.158	14.301
Tenaga harian packaging, processing	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780
Seragam kerja 2 pasang per orang @90K	675	675	675	675	675	675	675	675	675	675	675	675
Seragam tenaga packaging harian @150.000	63	63	63	63	63	63	63	63	63	63	63	63
Sepatu Boot @150.000	113	113	113	113	113	113	113	113	113	113	113	113
<b>Total</b>	<b>169.468</b>	<b>165.408</b>	<b>167.041</b>	<b>166.999</b>	<b>167.157</b>	<b>167.199</b>	<b>167.312</b>	<b>192.382</b>	<b>187.433</b>	<b>187.559</b>	<b>187.638</b>	<b>187.781</b>

**Biaya Operasional FishWorld per bulan di tahun keempat**

(in thousand rupiah)

<i>Operational Cost</i>	<b>4th Year Month 37 31/01/2024</b>	<b>4th Year Month 38 28/02/2024</b>	<b>4th Year Month 39 31/03/2024</b>	<b>4th Year Month 40 30/04/2024</b>	<b>4th Year Month 41 31/05/2024</b>	<b>4th Year Month 42 30/06/2024</b>	<b>4th Year Month 43 31/07/2024</b>	<b>4th Year Month 44 31/08/2024</b>	<b>4th Year Month 45 30/09/2024</b>	<b>4th Year Month 46 31/10/2024</b>	<b>4th Year Month 47 30/11/2024</b>	<b>4th Year Month 48 31/12/2024</b>
<i>Maintenance system (cloud server)</i>	606	606	606	606	606	606	606	606	606	606	606	606
Biaya Backup Server Fisik (Data Center)	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299
Office Rental	30.250	30.250	30.250	30.250	30.250	30.250	30.250	30.250	30.250	30.250	30.250	30.250
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity)	112.747	112.747	112.747	112.747	132.643	132.643	132.643	132.643	132.643	132.643	132.643	132.643
Utilities (water) only for packaging, processing	700	700	700	700	700	700	700	700	700	700	700	700
Uji Laboratorium Air Instalasi Pabrik	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
Utilities (telp)	100	100	100	100	100	100	100	100	100	100	100	100
<i>Stationary</i>	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<i>Cleaning Service</i>	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<i>Maintenance building</i>								5.000				8.000
Transportasi	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000
Perlengkapan packaging	14.661	14.808	15.548	15.463	15.962	16.088	16.503	17.328	19.038	19.990	20.370	21.389
Tenaga harian packaging, processing	17.004	17.004	17.004	17.004	17.004	17.004	17.004	19.838	19.838	22.672	22.672	22.672
Seragam kerja 2 pasang per orang @90K	780	780	780	780	780	780	780	780	780	780	780	780
Seragam tenaga packaging harian @150.000	75	75	75	75	75	75	75	88	88	100	100	100
Sepatu Boot @150.000	138	138	138	138	138	138	138	150	150	163	163	163
<b>Total</b>	<b>194.460</b>	<b>194.606</b>	<b>195.347</b>	<b>195.262</b>	<b>215.658</b>	<b>215.783</b>	<b>216.198</b>	<b>224.882</b>	<b>221.592</b>	<b>225.403</b>	<b>225.783</b>	<b>234.802</b>

**Biaya Operasional FishWorld per bulan di tahun kelima**

(in thousand rupiah)

<i>Operational Cost</i>	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year
	Month 49 31/01/2025	Month 50 28/02/2025	Month 51 31/03/2025	Month 52 30/04/2025	Month 53 31/05/2025	Month 54 30/06/2025	Month 55 31/07/2025	Month 56 31/08/2025	Month 57 30/09/2025	Month 58 31/10/2025	Month 59 30/11/2025	Month 60 31/12/2025
<i>Maintenance system (cloud server)</i>	606	606	606	606	606	606	606	606	606	606	606	606
Biaya Backup Server Fisik (Data Center)	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299	1.299
Office Rental												
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity)	132.643	132.643	145.908	145.908	145.908	145.908	145.908	145.908	145.908	145.908	145.908	145.908
Utilities (water) only for packaging, processing	800	800	800	800	800	800	800	800	800	800	800	800
Uji Laboratorium Air Instalasi Pabrik	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
Utilities (telp)	100	100	100	100	100	100	100	100	100	100	100	100
<i>Stationary</i>	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<i>Cleaning Service</i>	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<i>Maintenance building</i>												
Transportasi	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000
Perlengkapan <i>packaging</i>	23.955	23.879	31.043	30.967	30.587	30.207	30.509	30.814	31.122	31.312	30.932	31.160
Tenaga harian <i>packaging</i> , <i>processing</i>	26.208	26.208	34.944	34.944	34.944	34.944	34.944	34.944	34.944	34.944	34.944	34.944
Seragam kerja 2 pasang per orang @90K	1.005	1.005	1.005	1.005	1.005	1.005	1.005	1.005	1.005	1.005	1.005	1.005
Seragam tenaga <i>packaging</i> harian @150.000	113	113	150	150	150	150	150	150	150	150	150	150
Sepatu Boot @150.000	200	200	238	238	238	238	238	238	238	238	238	238
<b>Total</b>	<b>203.029</b>	<b>202.953</b>	<b>232.192</b>	<b>232.116</b>	<b>231.736</b>	<b>233.356</b>	<b>231.659</b>	<b>231.964</b>	<b>232.272</b>	<b>232.462</b>	<b>232.082</b>	<b>232.310</b>

d. Compensation & Benefit FishWorld per bulan di tahun pertama

(dalam format ribuan)	ID	Qty	Level	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year
				Month 1 31/01/2021	Month 2 28/02/2021	Month 3 31/03/2021	Month 4 30/04/2021	Month 5 31/05/2021	Month 6 30/06/2021	Month 7 31/07/2021	Month 8 31/08/2021	Month 9 30/09/2021	Month 10 31/10/2021	Month 11 30/11/2021	Month 12 31/12/2021
				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>Basic Salary</b>															
CEO (Chief Executive Officer)	Indirect	1	Director	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000	25.000
CTO (Chief Technology Officer)	Indirect	1	Director	20.000	20.000	20.000	20.000	20.000	20.000	20.000	20.000	20.000	20.000	20.000	20.000
CFO (Chief Financial Officer)	Indirect	1	Director	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000
CMO (Chief Marketing Officer)	Indirect	1	Director	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000	17.000
COO (Chief Operating Officer)	Indirect	1	Director	15.000	15.000	15.000	15.000	15.000	15.000	15.000	15.000	15.000	15.000	15.000	15.000
DevOps (Android Developer)	Indirect	1	Manager	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000
DevOps (Android Developer)	Indirect		Staff	0	0	0	0	0	0	0	0	0	0	0	0
DevOps (IOS Developer)	Indirect		Manager	0	0	0	0	0	0	0	0	0	0	0	0
DevOps (IOS Developer)	Indirect		Staff	0	0	0	0	0	0	0	0	0	0	0	0
LIX (Frontend Engineer)	Indirect		Manager	0	0	0	0	0	0	0	0	0	0	0	0
LIX (Frontend Engineer)	Indirect		Staff	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500
Backend Engineer	Indirect	1	Manager	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000
Backend Engineer	Indirect	1	Staff	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000
QA	Indirect		Manager	0	0	0	0	0	0	0	0	0	0	0	0
IT Support	Indirect	1	Staff	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000
Tester	Indirect	1	Staff	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000
FAT	Indirect	1	Manager	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000
FAT	Indirect		Staff	0	0	0	0	0	0	0	0	0	0	0	0
AP & Treasury	Indirect		Manager	0	0	0	0	0	0	0	0	0	0	0	0
AP & Treasury	Indirect	1	Staff	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000
HRD	Indirect	1	Manager	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000
HR-Office Management	Indirect		Staff	0	0	0	0	0	0	0	0	0	0	0	0
Legal	Indirect	1	Staff	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000
Bus Dev	Direct	1	Manager	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000
Bus Dev	Direct	1	Staff	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500
Sales	Direct	2	Staff	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000
Creative & Digital Marketing	Indirect		Manager	0	0	0	0	0	0	0	0	0	0	0	0
Creative & Digital Marketing	Indirect	1	Staff	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500
Customer Service	Direct		Manager	0	0	0	0	0	0	0	0	0	0	0	0
Customer Service	Direct	2	Staff	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000
Procurement	Direct		Manager	0	0	0	0	0	0	0	0	0	0	0	0
Procurement	Direct	2	Staff	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000
Processing	Direct		Manager	0	0	0	0	0	0	0	0	0	0	0	0
Processing	Direct	1	Staff	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Tenaga Ahli Fillet	Direct		Staff	0	0	0	0	0	0	0	0	0	0	0	0
Quality Control	Direct		Manager	0	0	0	0	0	0	0	0	0	0	0	0
Quality Control	Direct	3	Staff	16.500	16.500	16.500	16.500	16.500	16.500	16.500	16.500	16.500	16.500	16.500	16.500
Logistic	Direct		Manager	0	0	0	0	0	0	0	0	0	0	0	0
Logistic	Direct	1	Staff	4.500	4.500	4.500	4.500	4.500	4.500	4.500	4.500	4.500	4.500	4.500	4.500
Warehouse	Direct		Manager	0	0	0	0	0	0	0	0	0	0	0	0
Warehouse	Direct	2	Staff	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000
<b>Total Basic Salary</b>				<b>270.500</b>	<b>270.500</b>	<b>270.500</b>	<b>270.500</b>	<b>270.500</b>	<b>270.500</b>	<b>270.500</b>	<b>270.500</b>	<b>270.500</b>	<b>270.500</b>	<b>270.500</b>	<b>270.500</b>
<b>Compensation &amp; Benefit</b>															
Basic Salary				270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500
THR				22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542
BPJS TK				11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469
JP (Jaminan Pensiun)				3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360
BPJS Kesehatan				0	0	9.240	9.240	9.240	9.240	9.240	9.240	9.240	9.240	9.240	9.240
<b>Subtotal ComBen 1</b>				<b>307.871</b>	<b>307.871</b>	<b>317.111</b>	<b>317.111</b>	<b>317.111</b>	<b>317.111</b>	<b>317.111</b>	<b>317.111</b>	<b>317.111</b>	<b>317.111</b>	<b>317.111</b>	<b>317.111</b>
Biaya training				3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000
Biaya jamuan				1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Biaya overtime															
Biaya internal event				1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Bonus															
<b>Subtotal ComBen 2</b>				<b>5.500</b>	<b>5.500</b>	<b>5.500</b>	<b>5.500</b>	<b>5.500</b>	<b>5.500</b>	<b>5.500</b>	<b>5.500</b>	<b>5.500</b>	<b>5.500</b>	<b>5.500</b>	<b>5.500</b>



**Compensation & Benefit FishWorld per bulan di tahun kedua**

(dalam format ribuan)	ID	Qty	Level	Old/New	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year
					Month 13 01/01/2022	Month 14 28/02/2022	Month 15 31/03/2022	Month 16 30/04/2022	Month 17 31/05/2022	Month 18 30/06/2022	Month 19 31/07/2022	Month 20 31/08/2022	Month 21 30/09/2022	Month 22 31/10/2022	Month 23 30/11/2022	Month 24 31/12/2022
<b>Basic Salary</b>					Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
CEO (Chief Executive Officer)	Indirect	1	Director	Old	26.250	26.250	26.250	26.250	26.250	26.250	26.250	26.250	26.250	26.250	26.250	26.250
CTO (Chief Technology Officer)	Indirect	1	Director	Old	21.000	21.000	21.000	21.000	21.000	21.000	21.000	21.000	21.000	21.000	21.000	21.000
CFO (Chief Financial Officer)	Indirect	1	Director	Old	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850
CMO (Chief Marketing Officer)	Indirect	1	Director	Old	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850	17.850
COO (Chief Operating Officer)	Indirect	1	Director	Old	15.750	15.750	15.750	15.750	15.750	15.750	15.750	15.750	15.750	15.750	15.750	15.750
DevOps (Android Developer)	Indirect	1	Manager	Old	11.440	11.440	11.440	11.440	11.440	11.440	11.440	11.440	11.440	11.440	11.440	11.440
DevOps (Android Developer)	Indirect	1	Staff	New	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000
DevOps (iOS Developer)	Indirect		Manager		0	0	0	0	0	0	0	0	0	0	0	0
DevOps (iOS Developer)	Indirect		Staff		0	0	0	0	0	0	0	0	0	0	0	0
UX (Frontend Engineer)	Indirect		Manager		0	0	0	0	0	0	0	0	0	0	0	0
UX (Frontend Engineer)	Indirect	1	Staff	Old	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890
Backend Engineer	Indirect	1	Manager	Old	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480
Backend Engineer	Indirect	1	Staff	Old	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480
QA	Indirect		Manager		0	0	0	0	0	0	0	0	0	0	0	0
IT Support	Indirect	1	Staff	Old	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420
Tester	Indirect	1	Staff	Old	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420
FAT	Indirect	1	Manager	Old	13.520	13.520	13.520	13.520	13.520	13.520	13.520	13.520	13.520	13.520	13.520	13.520
FAT	Indirect	1	Staff	New	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000
AP & Treasury	Indirect		Manager		0	0	0	0	0	0	0	0	0	0	0	0
AP & Treasury	Indirect	1	Staff	Old	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360
HRD	Indirect	1	Manager	Old	9.360	9.360	9.360	9.360	9.360	9.360	9.360	9.360	9.360	9.360	9.360	9.360
HR-Office Management	Indirect		Staff		0	0	0	0	0	0	0	0	0	0	0	0
Legal	Indirect	1	Staff	Old	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420
Bus Dev	Direct	1	Manager	Old	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480	12.480
Bus Dev	Direct	1	Staff	Old	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890
Sales	Direct	2	Staff	Old	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600
Creative & Digital Marketing	Indirect		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Creative & Digital Marketing	Indirect	1	Staff	Old	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890	6.890
Customer Service	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Customer Service	Direct	3	Staff	Old	14.310	14.310	14.310	14.310	14.310	14.310	14.310	14.310	14.310	14.310	14.310	14.310
Procurement	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Procurement	Direct	2	Staff	Old	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600
Processing	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Processing	Direct	1	Staff	Old	5.300	5.300	5.300	5.300	5.300	5.300	5.300	5.300	5.300	5.300	5.300	5.300
Tenaga Ahli Fillet	Direct		Staff		0	0	0	0	0	0	0	0	0	0	0	0
Quality Control	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Quality Control	Direct	4	Staff	Old	23.320	23.320	23.320	23.320	23.320	23.320	23.320	23.320	23.320	23.320	23.320	23.320
Logistic	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Logistic	Direct	2	Staff	Old	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540
Warehouse	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Warehouse	Direct	2	Staff	Old	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600
<b>Total Basic Salary</b>					<b>313.020</b>	<b>313.020</b>	<b>313.020</b>	<b>313.020</b>	<b>313.020</b>	<b>313.020</b>	<b>313.020</b>	<b>313.020</b>	<b>313.020</b>	<b>313.020</b>	<b>313.020</b>	<b>313.020</b>
<b>Compensation &amp; Benefit</b>																
Basic Salary					313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020
THR					26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085
BPJS TK					13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272
JP (Jaminan Pensiun)					3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707
BPJS Kesehatan					10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328
<b>Subtotal ComBen 1</b>					<b>366.412</b>	<b>366.412</b>	<b>366.412</b>	<b>366.412</b>	<b>366.412</b>	<b>366.412</b>	<b>366.412</b>	<b>366.412</b>	<b>366.412</b>	<b>366.412</b>	<b>366.412</b>	<b>366.412</b>
Biaya training					5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Biaya jamuan					1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Biaya overtime																
Biaya internal event					1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Bonus																
<b>Subtotal ComBen 2</b>					<b>7.500</b>	<b>7.500</b>	<b>7.500</b>	<b>7.500</b>	<b>7.500</b>	<b>7.500</b>	<b>7.500</b>	<b>7.500</b>	<b>7.500</b>	<b>7.500</b>	<b>7.500</b>	<b>7.500</b>

### Compensation & Benefit FishWorld per bulan di tahun ketiga

					3rd Year Month 25 01/01/2023	3rd Year Month 26 28/02/2023	3rd Year Month 27 31/03/2023	3rd Year Month 28 30/04/2023	3rd Year Month 29 31/05/2023	3rd Year Month 30 30/06/2023	3rd Year Month 31 31/07/2023	3rd Year Month 32 31/08/2023	3rd Year Month 33 30/09/2023	3rd Year Month 34 31/10/2023	3rd Year Month 35 30/11/2023	3rd Year Month 36 31/12/2023
<i>(dalam format ribuan)</i>																
<b>Basic Salary</b>																
CEO (Chief Executive Officer)	Indirect	1	Director	Old	27.038	27.038	27.038	27.038	27.038	27.038	27.038	27.038	27.038	27.038	27.038	27.038
CTO (Chief Technology Officer)	Indirect	1	Director	Old	21.630	21.630	21.630	21.630	21.630	21.630	21.630	21.630	21.630	21.630	21.630	21.630
CFO (Chief Financial Officer)	Indirect	1	Director	Old	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386
CMO (Chief Marketing Officer)	Indirect	1	Director	Old	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386	18.386
COO (Chief Operating Officer)	Indirect	1	Director	Old	16.223	16.223	16.223	16.223	16.223	16.223	16.223	16.223	16.223	16.223	16.223	16.223
DevOps (Android Developer)	Indirect	1	Manager	Old	11.898	11.898	11.898	11.898	11.898	11.898	11.898	11.898	11.898	11.898	11.898	11.898
DevOps (Android Developer)	Indirect	1	Staff	Old	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360	6.360
DevOps (IOS Developer)	Indirect		Manager		0	0	0	0	0	0	0	0	0	0	0	0
DevOps (IOS Developer)	Indirect	1	Staff	New	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500	6.500
UX (Frontend Engineer)	Indirect	1	Manager	New	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000	11.000
UX (Frontend Engineer)	Indirect	1	Staff	Old	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303
Backend Engineer	Indirect	1	Manager	Old	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979
Backend Engineer	Indirect	1	Staff	Old	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989
QA	Indirect	1	Manager	New	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000
IT Support	Indirect	1	Staff	Old	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865
Tester	Indirect	1	Staff	Old	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865
FAT	Indirect	1	Manager	Old	14.061	14.061	14.061	14.061	14.061	14.061	14.061	14.061	14.061	14.061	14.061	14.061
FAT	Indirect	1	Staff	Old	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420
AP & Treasury	Indirect		Manager		0	0	0	0	0	0	0	0	0	0	0	0
AP & Treasury	Indirect	1	Staff	Old	6.742	6.742	6.742	6.742	6.742	6.742	6.742	6.742	6.742	6.742	6.742	6.742
HRD	Indirect	1	Manager	Old	9.734	9.734	9.734	9.734	9.734	9.734	9.734	9.734	9.734	9.734	9.734	9.734
HR-Office Management	Indirect	1	Staff	New	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Legal	Indirect	1	Staff	Old	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865	7.865
Bus Dev	Direct	1	Manager	Old	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979	12.979
Bus Dev	Direct	1	Staff	Old	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303
Sales	Direct	2	Staff	Old	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236
Creative & Digital Marketing	Indirect		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Creative & Digital Marketing	Indirect	1	Staff	Old	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303	7.303
Customer Service	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Customer Service	Direct	3	Staff	Old	15.169	15.169	15.169	15.169	15.169	15.169	15.169	15.169	15.169	15.169	15.169	15.169
Procurement	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Procurement	Direct	2	Staff	Old	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236
Processing	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Processing	Direct	2	Staff	Old	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236
Tenaga Ahli Fillet	Direct	2	Staff	New	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000
Quality Control	Direct		Manager		0	0	0	0	0	0	0	0	0	0	0	0
Quality Control	Direct	4	Staff	Old	24.719	24.719	24.719	24.719	24.719	24.719	24.719	24.719	24.719	24.719	24.719	24.719
Logistic	Direct	1	Manager	New	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000
Logistic	Direct	2	Staff	Old	10.112	10.112	10.112	10.112	10.112	10.112	10.112	10.112	10.112	10.112	10.112	10.112
Warehouse	Direct	1	Manager	New	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000
Warehouse	Direct	2	Staff	Old	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236
<b>Total Basic Salary</b>					<b>392.773</b>	<b>392.773</b>	<b>392.773</b>	<b>392.773</b>	<b>392.773</b>	<b>392.773</b>	<b>392.773</b>	<b>392.773</b>	<b>392.773</b>	<b>392.773</b>	<b>392.773</b>	<b>392.773</b>
<b>Compensation &amp; Benefit</b>																
Basic Salary					392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773
THR					32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731
BPIS TK					16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654
JP (Jaminan Pensiun)					4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692
BPIS Kesehatan					13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248
<b>Subtotal ComBen 1</b>					<b>460.097</b>	<b>460.097</b>	<b>460.097</b>	<b>460.097</b>	<b>460.097</b>	<b>460.097</b>	<b>460.097</b>	<b>460.097</b>	<b>460.097</b>	<b>460.097</b>	<b>460.097</b>	<b>460.097</b>
Biaya training					5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Biaya jamuan					1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Biaya overtime					1.000	2.000	3.000	2.000	2.000	5.000	2.000	3.000	5.000	3.000	1.000	1.000
Biaya internal event					1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Bonus																
<b>Subtotal ComBen 2</b>					<b>8.500</b>	<b>9.500</b>	<b>10.500</b>	<b>9.500</b>	<b>9.500</b>	<b>12.500</b>	<b>9.500</b>	<b>10.500</b>	<b>12.500</b>	<b>10.500</b>	<b>8.500</b>	<b>8.500</b>

**Compensation & Benefit FishWorld per bulan di tahun keempat**

(dalam format ribuan)	I/D	Qty	Level	Old/New	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year
					Month 37 31/01/2024	Month 38 28/02/2024	Month 39 31/03/2024	Month 40 30/04/2024	Month 41 31/05/2024	Month 42 30/06/2024	Month 43 31/07/2024	Month 44 31/08/2024	Month 45 30/09/2024	Month 46 31/10/2024	Month 47 30/11/2024	Month 48 31/12/2024	
<b>Basic Salary</b>																	
CEO (Chief Executive Officer)	Indirect	1	Director	Old	31.093	31.093	31.093	31.093	31.093	31.093	31.093	31.093	31.093	31.093	31.093	31.093	31.093
CTO (Chief Technology Officer)	Indirect	1	Director	Old	24.875	24.875	24.875	24.875	24.875	24.875	24.875	24.875	24.875	24.875	24.875	24.875	24.875
CFO (Chief Financial Officer)	Indirect	1	Director	Old	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143
CMO (Chief Marketing Officer)	Indirect	1	Director	Old	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143	21.143
COO (Chief Operating Officer)	Indirect	1	Director	Old	18.656	18.656	18.656	18.656	18.656	18.656	18.656	18.656	18.656	18.656	18.656	18.656	18.656
DevOps (Android Developer)	Indirect	1	Staff	Old	12.611	12.611	12.611	12.611	12.611	12.611	12.611	12.611	12.611	12.611	12.611	12.611	12.611
DevOps (Android Developer)	Indirect	1	Staff	Old	6.869	6.869	6.869	6.869	6.869	6.869	6.869	6.869	6.869	6.869	6.869	6.869	6.869
DevOps (IOS Developer)	Indirect	1	Manager	New	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000	13.000
DevOps (IOS Developer)	Indirect	1	Staff	Old	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020	7.020
UX (Frontend Engineer)	Indirect	1	Manager	Old	11.660	11.660	11.660	11.660	11.660	11.660	11.660	11.660	11.660	11.660	11.660	11.660	11.660
UX (Frontend Engineer)	Indirect	1	Staff	Old	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888
Backend Engineer	Indirect	1	Manager	Old	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758
Backend Engineer	Indirect	1	Staff	Old	9.708	9.708	9.708	9.708	9.708	9.708	9.708	9.708	9.708	9.708	9.708	9.708	9.708
QA	Indirect	1	Manager	Old	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600
IT Support	Indirect	2	Staff	Old	16.989	16.989	16.989	16.989	16.989	16.989	16.989	16.989	16.989	16.989	16.989	16.989	16.989
Tester	Indirect	1	Staff	Old	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494
FAT	Indirect	1	Manager	Old	14.904	14.904	14.904	14.904	14.904	14.904	14.904	14.904	14.904	14.904	14.904	14.904	14.904
FAT	Indirect	1	Staff	Old	8.014	8.014	8.014	8.014	8.014	8.014	8.014	8.014	8.014	8.014	8.014	8.014	8.014
AP & Treasury	Indirect	1	Manager	New	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000	10.000
AP & Treasury	Indirect	1	Staff	Old	7.281	7.281	7.281	7.281	7.281	7.281	7.281	7.281	7.281	7.281	7.281	7.281	7.281
HRD	Indirect	1	Manager	Old	10.318	10.318	10.318	10.318	10.318	10.318	10.318	10.318	10.318	10.318	10.318	10.318	10.318
HR-Office Management	Indirect	2	Staff	Old	10.800	10.800	10.800	10.800	10.800	10.800	10.800	10.800	10.800	10.800	10.800	10.800	10.800
Legal	Indirect	1	Staff	Old	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494	8.494
Bus Dev	Direct	1	Manager	Old	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758	13.758
Bus Dev	Direct	1	Staff	Old	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888
Sales	Direct	2	Staff	Old	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135
Creative & Digital Marketing	Indirect	1	Manager	New	0	0	0	0	0	0	0	0	0	0	0	0	0
Creative & Digital Marketing	Indirect	1	Staff	Old	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888	7.888
Customer Service	Direct	1	Manager	New	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000	8.000
Customer Service	Direct	3	Staff	Old	16.382	16.382	16.382	16.382	16.382	16.382	16.382	16.382	16.382	16.382	16.382	16.382	16.382
Procurement	Direct	1	Manager	New	0	0	0	0	0	0	0	0	0	0	0	0	0
Procurement	Direct	2	Staff	Old	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135
Processing	Direct	1	Manager	New	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000
Processing	Direct	2	Staff	Old	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135
Tenaga Ahli Fillet	Direct	2	Staff	Old	12.960	12.960	12.960	12.960	12.960	12.960	12.960	12.960	12.960	12.960	12.960	12.960	12.960
Quality Control	Direct	1	Manager	New	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000	9.000
Quality Control	Direct	4	Staff	Old	26.697	26.697	26.697	26.697	26.697	26.697	26.697	26.697	26.697	26.697	26.697	26.697	26.697
Logistic	Direct	1	Manager	Old	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000	7.000
Logistic	Direct	2	Staff	Old	10.921	10.921	10.921	10.921	10.921	10.921	10.921	10.921	10.921	10.921	10.921	10.921	10.921
Warehouse	Direct	1	Manager	Old	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480
Warehouse	Direct	2	Staff	Old	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135	12.135
<b>Total Basic Salary</b>					<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>	<b>489.832</b>
<b>Compensation &amp; Benefit</b>																	
Basic Salary					489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832
THR					40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819
BPJS TK					20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769
JP (Jaminan Pensiun)					5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457
BPJS Kesehatan					15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973
<b>Subtotal ComBen 1</b>					<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>	<b>572.851</b>
Biaya training					5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Biaya jamnan					1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Biaya overtime					1.000	2.000	3.000	2.000	2.000	5.000	2.000	3.000	5.000	3.000	1.000	1.000	1.000
Biaya internal event					1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Bonus																	
<b>Subtotal ComBen 2</b>					<b>8.500</b>	<b>9.500</b>	<b>10.500</b>	<b>9.500</b>	<b>9.500</b>	<b>12.500</b>	<b>9.500</b>	<b>10.500</b>	<b>12.500</b>	<b>10.500</b>	<b>8.500</b>	<b>8.500</b>	<b>8.500</b>

Compensation & Benefit FishWorld per bulan di tahun kelima

				8%												
				5th Year Month 49 31/01/2025	5th Year Month 50 28/02/2025	5th Year Month 51 31/03/2025	5th Year Month 52 30/04/2025	5th Year Month 53 31/05/2025	5th Year Month 54 30/06/2025	5th Year Month 55 31/07/2025	5th Year Month 56 31/08/2025	5th Year Month 57 30/09/2025	5th Year Month 58 31/10/2025	5th Year Month 59 30/11/2025	5th Year Month 60 31/12/2025	
(dalam format ribuan)	I/D	Qty	Level	Old/ New	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>Basic Salary</b>																
CEO (Chief Executive Officer)	Indirect	1	Director	Old	32.337	32.337	32.337	32.337	32.337	32.337	32.337	32.337	32.337	32.337	32.337	32.337
CTO (Chief Technology Officer)	Indirect	1	Director	Old	25.869	25.869	25.869	25.869	25.869	25.869	25.869	25.869	25.869	25.869	25.869	25.869
CFO (Chief Financial Officer)	Indirect	1	Director	Old	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989
CMO (Chief Marketing Officer)	Indirect	1	Director	Old	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989	21.989
COO (Chief Operating Officer)	Indirect	1	Director	Old	19.402	19.402	19.402	19.402	19.402	19.402	19.402	19.402	19.402	19.402	19.402	19.402
DevOps (Android Developer)	Indirect	1	Manager	Old	13.368	13.368	13.368	13.368	13.368	13.368	13.368	13.368	13.368	13.368	13.368	13.368
DevOps (Android Developer)	Indirect	2	Staff	Old	14.837	14.837	14.837	14.837	14.837	14.837	14.837	14.837	14.837	14.837	14.837	14.837
DevOps (IOS Developer)	Indirect	1	Manager	Old	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780	13.780
DevOps (IOS Developer)	Indirect	2	Staff	Old	15.163	15.163	15.163	15.163	15.163	15.163	15.163	15.163	15.163	15.163	15.163	15.163
UX (Frontend Engineer)	Indirect	1	Manager	Old	12.360	12.360	12.360	12.360	12.360	12.360	12.360	12.360	12.360	12.360	12.360	12.360
UX (Frontend Engineer)	Indirect	1	Staff	Old	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519
Backend Engineer	Indirect	1	Manager	Old	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583
Backend Engineer	Indirect	1	Staff	Old	10.485	10.485	10.485	10.485	10.485	10.485	10.485	10.485	10.485	10.485	10.485	10.485
QA	Indirect	1	Manager	Old	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236	11.236
IT Support	Indirect	2	Staff	Old	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348
Tester	Indirect	1	Staff	Old	9.174	9.174	9.174	9.174	9.174	9.174	9.174	9.174	9.174	9.174	9.174	9.174
FAT	Indirect	1	Manager	Old	15.799	15.799	15.799	15.799	15.799	15.799	15.799	15.799	15.799	15.799	15.799	15.799
FAT	Indirect	2	Staff	Old	17.309	17.309	17.309	17.309	17.309	17.309	17.309	17.309	17.309	17.309	17.309	17.309
AP & Treasury	Indirect	1	Manager	Old	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600	10.600
AP & Treasury	Indirect	1	Staff	Old	7.863	7.863	7.863	7.863	7.863	7.863	7.863	7.863	7.863	7.863	7.863	7.863
HRD	Indirect	1	Manager	Old	10.938	10.938	10.938	10.938	10.938	10.938	10.938	10.938	10.938	10.938	10.938	10.938
HR-Office Management	Indirect	2	Staff	Old	11.664	11.664	11.664	11.664	11.664	11.664	11.664	11.664	11.664	11.664	11.664	11.664
Legal	Indirect	2	Staff	Old	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348	18.348
Bus Dev	Direct	1	Manager	Old	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583	14.583
Bus Dev	Direct	2	Staff	Old	17.037	17.037	17.037	17.037	17.037	17.037	17.037	17.037	17.037	17.037	17.037	17.037
Sales	Direct	2	Staff	Old	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106
Creative & Digital Marketing	Indirect	1	Manager	New	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000	12.000
Creative & Digital Marketing	Indirect	1	Staff	Old	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519	8.519
Customer Service	Direct	1	Manager	Old	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480	8.480
Customer Service	Direct	4	Staff	Old	23.590	23.590	23.590	23.590	23.590	23.590	23.590	23.590	23.590	23.590	23.590	23.590
Procurement	Direct	2	Manager	New	16.000	16.000	16.000	16.000	16.000	16.000	16.000	16.000	16.000	16.000	16.000	16.000
Procurement	Direct	2	Staff	Old	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106	13.106
Processing	Direct	1	Manager	Old	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420
Processing	Direct	3	Staff	Old	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659
Tenaga Ahli Fillet	Direct	3	Staff	Old	20.995	20.995	20.995	20.995	20.995	20.995	20.995	20.995	20.995	20.995	20.995	20.995
Quality Control	Direct	1	Manager	Old	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540	9.540
Quality Control	Direct	6	Staff	Old	43.249	43.249	43.249	43.249	43.249	43.249	43.249	43.249	43.249	43.249	43.249	43.249
Logistic	Direct	1	Manager	Old	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420	7.420
Logistic	Direct	3	Staff	Old	17.693	17.693	17.693	17.693	17.693	17.693	17.693	17.693	17.693	17.693	17.693	17.693
Warehouse	Direct	1	Manager	Old	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989	8.989
Warehouse	Direct	3	Staff	Old	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659	19.659
<b>Total Basic Salary</b>					<b>637.003</b>	<b>637.003</b>	<b>637.003</b>	<b>637.003</b>	<b>637.003</b>	<b>637.003</b>	<b>637.003</b>	<b>637.003</b>	<b>637.003</b>	<b>637.003</b>	<b>637.003</b>	<b>637.003</b>
<b>Compensation &amp; Benefit</b>																
Basic Salary					637.003	637.003	637.003	637.003	637.003	637.003	637.003	637.003	637.003	637.003	637.003	637.003
THR					53.084	53.084	53.084	53.084	53.084	53.084	53.084	53.084	53.084	53.084	53.084	53.084
BPJS TK					27.009	27.009	27.009	27.009	27.009	27.009	27.009	27.009	27.009	27.009	27.009	27.009
JP (Jaminan Pensiun)					5.740	5.740	5.740	5.740	5.740	5.740	5.740	5.740	5.740	5.740	5.740	5.740
BPJS Kesehatan					18.194	18.194	18.194	18.194	18.194	18.194	18.194	18.194	18.194	18.194	18.194	18.194
<b>Subtotal ComBen 1</b>					<b>741.029</b>	<b>741.029</b>	<b>741.029</b>	<b>741.029</b>	<b>741.029</b>	<b>741.029</b>	<b>741.029</b>	<b>741.029</b>	<b>741.029</b>	<b>741.029</b>	<b>741.029</b>	<b>741.029</b>
Biaya training					5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Biaya jamuan					1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Biaya overtime					1.000	2.000	3.000	2.000	2.000	5.000	2.000	3.000	5.000	3.000	1.000	1.000
Biaya internal event					1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500
Bonus																
<b>Subtotal ComBen 2</b>					<b>8.500</b>	<b>9.500</b>	<b>10.500</b>	<b>9.500</b>	<b>9.500</b>	<b>12.500</b>	<b>9.500</b>	<b>10.500</b>	<b>12.500</b>	<b>10.500</b>	<b>8.500</b>	<b>8.500</b>

e. Asumsi umum keuangan fishWorld tahun pertama

No.	Assumption		1st Year Month 1	1st Year Month 2	1st Year Month 3	1st Year Month 4	1st Year Month 5	1st Year Month 6	1st Year Month 7	1st Year Month 8	1st Year Month 9	1st Year Month 10	1st Year Month 11	1st Year Month 12
	WHT Tax Rate		22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%
	WHT dibayar jika perusahaan sudah laba (profit).													
	<b>ASUMSI UMUM</b>													
1	Jumlah Warehouse	warehouse	1	1	1	1	1	1	1	1	1	1	1	1
2	Kapasitas Cold Storage	kg	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700
3	Kapasitas per mesin per hari													
4	Hari kerja karyawan	hari/bln	26	26	26	26	26	26	26	26	26	26	26	26
5	Hari kerja akuntansi (penagihan) dalam sebulan		20	20	20	20	20	20	20	20	20	20	20	20
6	Utility Air Blast Freezer (pembekuan ikan)								11%	14%	16%	16%	16%	16%
	Dasar volume penjualan :													
7	Jumlah subscriber	subscriber							6355	7750	9300	9300	9300	9300
8	Subscriber yang membeli	%							50%	50%	50%	50%	50%	50%
9	Pembeli yang repeat order (RO)	%							75%	75%	75%	75%	75%	75%
10	Rata-rata pembelian per orang per bulan	kg							3,00	3,00	3,00	3,00	3,00	3,00
11	Jumlah pembeli	orang							3.178	3.875	4.650	4.650	4.650	4.650
12	Volume pembelian pertama	kg							9.533	11.625	13.950	13.950	13.950	13.950
13	Jumlah pembeli RO	orang							2.383	2.906	3.488	3.488	3.488	3.488
14	Volume pembelian RO	kg							7.149	8.719	10.463	10.463	10.463	10.463
15	Inventory Days								11	5	4	2	8	4
16	Receivable Days								1	1	2	2	3	3
17	Payable Days								23	20	3	3	3	3
18	Selling Price								23.760 - 53.763	23.760 - 53.763	23.760 - 53.763	23.760 - 53.763	23.760 - 53.763	23.760 - 53.763
19	Growth Selling Price													
20	Growth Purchase Price													
21	Cash Sales								98,5%	98,5%	98,5%	98,5%	98,5%	98,5%
22	Credit Sales								1,5%	1,5%	1,5%	1,5%	1,5%	1,5%
23	Buy Cash								100%	100%	100%	100%	100%	100%
24	Buy Credit								0%	0%	0%	0%	0%	0%

**Asumsi umum keuangan fishWorld tahun kedua**

No.	Assumption		2nd Year Month 13	2nd Year Month 14	2nd Year Month 15	2nd Year Month 16	2nd Year Month 17	2nd Year Month 18	2nd Year Month 19	2nd Year Month 20	2nd Year Month 21	2nd Year Month 22	2nd Year Month 23	2nd Year Month 24
	WHT Tax Rate		22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%
	WHT dibayar jika perusahaan sudah laba (profit).													
	<b>ASUMSI UMUM</b>													
1	Jumlah Warehouse	<i>warehouse</i>	1	1	1	1	1	1	1	1	1	1	1	1
2	Kapasitas Cold Storage	<i>kg</i>	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700
3	Kapasitas per mesin per hari													
4	Hari kerja karyawan	<i>hari/bln</i>	26	26	26	26	26	26	26	26	26	26	26	26
5	Hari kerja akuntansi (penagihan) dalam sebulan		20	20	20	20	20	20	20	20	20	20	20	20
6	Utility Air Blast Freezer (pembekuan ikan)		20%	21%	23%	23%	23%	24%	24%	24%	25%	25%	25%	25%
	Dasar volume penjualan :													
7	Jumlah subscriber	<i>subscriber</i>	9610	9800	11160	11100	11160	11400	11470	11625	11700	11780	11850	12090
8	Subscriber yang membeli	<i>%</i>	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
9	Pembeli yang repeat order (RO)	<i>%</i>	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%
10	Rata-rata pembelian per orang per bulan	<i>kg</i>	3,00	3,00	3,00	3,00	3,00	3,00	3,00	3,00	3,00	3,00	3,00	3,00
11	Jumlah pembeli	<i>orang</i>	5.766	5.880	6.696	6.660	6.696	6.840	6.882	6.975	7.020	7.068	7.110	7.254
12	Volume pembelian pertama	<i>kg</i>	17.298	17.640	20.088	19.980	20.088	20.520	20.646	20.925	21.060	21.204	21.330	21.762
13	Jumlah pembeli RO	<i>orang</i>	4.325	4.410	5.022	4.995	5.022	5.130	5.162	5.231	5.265	5.301	5.333	5.441
14	Volume pembelian RO	<i>kg</i>	12.974	13.230	15.066	14.985	15.066	15.390	15.485	15.694	15.795	15.903	15.998	16.322
15	Inventory Days		4	6	6	4	5	5	3	3	4	5	6	4
16	Receivable Days		3	3	4	4	5	5	6	6	7	7	8	8
17	Payable Days		3	3	3	3	3	3	3	3	3	3	3	3
18	Selling Price		27.324 - 80.214	27.324 - 80.214	27.324 - 80.214	27.324 - 80.214	27.324 - 80.214	27.324 - 80.214	27.324 - 80.214	27.324 - 80.214	27.324 - 80.214	27.324 - 80.214	27.324 - 80.214	27.324 - 80.214
19	<i>Growth Selling Price</i>		15%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
20	<i>Growth Purchase Price</i>		3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
21	Cash Sales		98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%
22	Credit Sales		1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%
23	Buy Cash		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
24	Buy Credit		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

**Asumsi umum keuangan fishWorld tahun ketiga**

No.	Assumption	3rd Year Month 25	3rd Year Month 26	3rd Year Month 27	3rd Year Month 28	3rd Year Month 29	3rd Year Month 30	3rd Year Month 31	3rd Year Month 32	3rd Year Month 33	3rd Year Month 34	3rd Year Month 35	3rd Year Month 36
	WHT Tax Rate	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%
	WHT dibayar jika perusahaan sudah laba (profit).												
	<b>ASUMSI UMUM</b>												
1	Jumlah Warehouse	warehouse	1	1	1	1	1	1	1	1	1	1	1
2	Kapasitas Cold Storage	kg	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700
3	Kapasitas per mesin per hari												
4	Hari kerja karyawan	hari/bln	26	26	26	26	26	26	26	26	26	26	26
5	Hari kerja akuntansi (penagihan) dalam sebulan		20	20	20	20	20	20	20	20	20	20	20
6	Utility Air Blast Freezer (pembekuan ikan)		45%	44%	45%	45%	45%	46%	46%	47%	47%	47%	48%
	Dasar volume penjualan :												
7	Jumlah subscriber	subscriber	12245	12320	12400	12450	12555	12600	12710	12865	12900	13020	13050
8	Subscriber yang membeli	%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
9	Pembeli yang repeat order (RO)	%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
10	Rata-rata pembelian per orang per bulan	kg	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00
11	Jumlah pembeli	orang	7.347	7.392	7.440	7.470	7.533	7.560	7.626	7.719	7.740	7.812	7.830
12	Volume pembelian pertama	kg	36.735	36.960	37.200	37.350	37.665	37.800	38.130	38.595	38.700	39.060	39.150
13	Jumlah pembeli RO	orang	5.878	5.914	5.952	5.976	6.026	6.048	6.101	6.175	6.192	6.250	6.264
14	Volume pembelian RO	kg	29.388	29.568	29.760	29.880	30.132	30.240	30.504	30.876	30.960	31.248	31.320
15	Inventory Days		3	3	3	3	3	4	4	4	4	5	5
16	Receivable Days		4	4	5	5	6	6	7	7	8	8	9
17	Payable Days		3	3	3	3	3	3	3	3	3	3	3
18	Selling Price		27.830 - 190.613	27.830 - 190.613	27.830 - 190.613	27.830 - 190.613	27.830 - 190.613	27.830 - 190.613	27.830 - 190.613	27.830 - 190.613	27.830 - 190.613	27.830 - 190.613	27.830 - 190.613
19	Growth Selling Price		15%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
20	Growth Purchase Price		3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
21	Cash Sales		98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%
22	Credit Sales		1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%
23	Buy Cash		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
24	Buy Credit		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

**Asumsi umum keuangan fishWorld tahun keempat**

No.	Assumption		4th Year Month 37	4th Year Month 38	4th Year Month 39	4th Year Month 40	4th Year Month 41	4th Year Month 42	4th Year Month 43	4th Year Month 44	4th Year Month 45	4th Year Month 46	4th Year Month 47	4th Year Month 48
	WHT Tax Rate		22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%
	WHT dibayar jika perusahaan sudah laba (profit).													
	<b>ASUMSI UMUM</b>													
1	Jumlah Warehouse	<i>warehouse</i>	1	1	1	1	1	1	1	1	1	1	1	1
2	Kapasitas Cold Storage	<i>kg</i>	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700	7.700
3	Kapasitas per mesin per hari													
4	Hari kerja karyawan	<i>hari/bln</i>	26	26	26	26	26	26	26	26	26	26	26	26
5	Hari kerja akuntansi (penagihan) dalam sebulan		20	20	20	20	20	20	20	20	20	20	20	20
6	Utility Air Blast Freezer (pembekuan ikan)		49%	49%	52%	52%	53%	54%	55%	58%	63%	67%	68%	71%
	Dasar volume penjualan :													
7	Jumlah subscriber	<i>subscriber</i>	12400	12600	13020	13050	13485	13650	13950	14260	15900	16740	17100	17360
8	Subscriber yang membeli	<i>%</i>	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%
9	Pembeli yang repeat order (RO)	<i>%</i>	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%	80%
10	Rata-rata pembelian per orang per bulan	<i>kg</i>	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00
11	Jumlah pembeli	<i>orang</i>	8.060	8.190	8.463	8.483	8.765	8.873	9.068	9.269	10.335	10.881	11.115	11.284
12	Volume pembelian pertama	<i>kg</i>	40.300	40.950	42.315	42.413	43.826	44.363	45.338	46.345	51.675	54.405	55.575	56.420
13	Jumlah pembeli RO	<i>orang</i>	6.448	6.552	6.770	6.786	7.012	7.098	7.254	7.415	8.268	8.705	8.892	9.027
14	Volume pembelian RO	<i>kg</i>	32.240	32.760	33.852	33.930	35.061	35.490	36.270	37.076	41.340	43.524	44.460	45.136
15	Inventory Days		4	4	4	4	4	4	4	3	2	3	3	2
16	Receivable Days		8	8	8	9	9	9	10	10	9	9	10	10
17	Payable Days		3	3	3	3	2	2	2	2	2	2	2	2
18	Selling Price		33.877 - 219.204	33.877 - 219.204	33.877 - 219.204	33.877 - 219.204	33.877 - 219.204	33.877 - 219.204	33.877 - 219.204	33.877 - 219.204	33.877 - 219.204	33.877 - 219.204	33.877 - 219.204	33.877 - 219.204
19	<i>Growth Selling Price</i>		15%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
20	<i>Growth Purchase Price</i>		3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
21	Cash Sales		98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%
22	Credit Sales		1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%
23	Buy Cash		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
24	Buy Credit		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%



**Asumsi umum keuangan fishWorld tahun kelima**

No.	Assumption	5th Year Month 49	5th Year Month 50	5th Year Month 51	5th Year Month 52	5th Year Month 53	5th Year Month 54	5th Year Month 55	5th Year Month 56	5th Year Month 57	5th Year Month 58	5th Year Month 59	5th Year Month 60
	WHT Tax Rate	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%
	WHT dibayar jika perusahaan sudah laba (profit).												
	<b>ASUMSI UMUM</b>												
1	Jumlah Warehouse	warehouse	1	1	1	1	1	1	1	1	1	1	1
2	Kapasitas Cold Storage	kg	30.000	30.000	30.000	30.000	30.000	30.000	30.000	30.000	30.000	30.000	30.000
3	Kapasitas per mesin per hari												
4	Hari kerja karyawan	hari/bln	26	26	26	26	26	26	26	26	26	26	26
5	Hari kerja akuntansi (penagihan) dalam sebulan		20	20	20	20	20	20	20	20	20	20	20
6	Utility Air Blast Freezer (pembekuan ikan)		80%	80%	103%	103%	102%	101%	102%	103%	104%	103%	104%
	Dasar volume penjualan :												
7	Jumlah subscriber	subscriber	17360	19040	20460	20700	21390	21600	22630	22940	22950	23095	23250
8	Subscriber yang membeli	%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%	70%
9	Pembeli yang repeat order (RO)	%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%	85%
10	Rata-rata pembelian per orang per bulan	kg	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00	5,00
11	Jumlah pembeli	orang	12.152	13.328	14.322	14.490	14.973	15.120	15.841	16.058	16.065	16.167	16.275
12	Volume pembelian pertama	kg	60.760	66.640	71.610	72.450	74.865	75.600	79.205	80.290	80.325	80.833	81.375
13	Jumlah pembeli RO	orang	10.329	11.329	12.174	12.317	12.727	12.852	13.465	13.649	13.655	13.742	13.834
14	Volume pembelian RO	kg	51.646	56.644	60.869	61.583	63.635	64.260	67.324	68.247	68.276	68.708	69.169
15	Inventory Days		1	4	3	3	3	3	3	3	3	3	3
16	Receivable Days		8	9	7	7	8	9	9	9	10	10	11
17	Payable Days		2	2	2	2	2	2	2	2	2	2	2
18	Selling Price		38.909 - 252.085	38.909 - 252.085	38.909 - 252.085	38.909 - 252.085	38.909 - 252.085	38.909 - 252.085	38.909 - 252.085	38.909 - 252.085	38.909 - 252.085	38.909 - 252.085	38.909 - 252.085
19	Growth Selling Price		15%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
20	Growth Purchase Price		3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
21	Cash Sales		98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%	98,5%
22	Credit Sales		1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%	1,5%
23	Buy Cash		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
24	Buy Credit		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

## f. Perencanaan Profit (Loss) FishWorld per bulan di tahun pertama

(in thousand rupiah)	Year 0 Month 0 31/12/2020	1st Year Month 1 31/01/2021	1st Year Month 2 28/02/2021	1st Year Month 3 31/03/2021	1st Year Month 4 30/04/2021	1st Year Month 5 31/05/2021	1st Year Month 6 30/06/2021	1st Year Month 7 31/07/2021	1st Year Month 8 31/08/2021	1st Year Month 9 30/09/2021	1st Year Month 10 31/10/2021	1st Year Month 11 30/11/2021	1st Year Month 12 31/12/2021
<b>Revenue</b>													
Revenue ikan laut	0	0	0	0	0	0	0	191.004	231.056	277.281	275.936	275.936	260.654
Revenue ikan air tawar	0	0	0	0	0	0	0	148.608	185.687	222.807	219.563	219.563	182.709
Revenue cumi	0	0	0	0	0	0	0	117.599	135.351	162.429	164.814	164.814	191.907
Revenue udang	0	0	0	0	0	0	0	172.056	186.190	223.438	232.968	232.968	341.242
Revenue limbah ikan	0	0	0	0	0	0	0	0	0	0	0	0	0
Diskon Penjualan	0	0	0	0	0	0	0	-240.000	-343.500	-398.250	-350.000	-350.000	-350.000
<b>Total Revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>389.267</b>	<b>394.784</b>	<b>487.705</b>	<b>543.280</b>	<b>543.280</b>	<b>626.511</b>
<b>Revenue growth</b>													
<b>COGS</b>													
Cost ikan laut	0	0	0	0	0	0	0	108.518	133.180	159.824	159.205	159.205	152.168
Cost ikan air tawar	0	0	0	0	0	0	0	84.100	106.118	127.332	125.483	125.483	104.475
Cost cumi	0	0	0	0	0	0	0	60.153	71.088	85.309	86.562	86.562	100.791
Cost udang	0	0	0	0	0	0	0	88.008	98.232	117.884	122.912	122.912	180.036
Ongkos kirim	0	0	0	0	0	0	0	41.705	50.859	61.031	61.031	61.031	61.031
Biaya packaging, processing	0	0	0	0	0	0	0	8.536	9.269	10.083	10.083	10.083	10.083
<b>Total COGS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>391.200</b>	<b>468.746</b>	<b>561.463</b>	<b>565.275</b>	<b>565.275</b>	<b>608.584</b>
<b>Gross Profit</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-1.754</b>	<b>-73.963</b>	<b>-73.758</b>	<b>-21.994</b>	<b>-21.994</b>	<b>17.927</b>
<b>% Gross Profit</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>-0,45%</b>	<b>-18,74%</b>	<b>-15,12%</b>	<b>-4,05%</b>	<b>-4,05%</b>	<b>2,86%</b>
<b>Selling expense</b>													
Biaya promosi sosmed	0	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500
Biaya endorsement	0	0	0	0	0	0	0	0	0	20.000	0	0	0
Biaya promosi radio	0	0	0	0	0	0	0	0	0	0	0	0	0
Biaya promosi TV	0	0	0	0	0	0	0	0	0	0	0	0	0
Biaya promosi partipost	0	0	0	0	0	0	0	12.000	0	0	12.000	0	0
Biaya advertising digital media	0	0	0	0	0	0	18.100	18.100	18.100	18.100	18.100	18.100	18.100
Biaya up-country	0	0	0	0	0	0	0	0	0	0	20.000	0	0
Biaya komisi penjualan	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Selling expense</b>	<b>0</b>	<b>2.500</b>	<b>2.500</b>	<b>2.500</b>	<b>2.500</b>	<b>2.500</b>	<b>20.600</b>	<b>32.600</b>	<b>20.600</b>	<b>60.600</b>	<b>52.600</b>	<b>20.600</b>	<b>20.600</b>
<b>% Selling Expense</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>8,37%</b>	<b>5,22%</b>	<b>12,43%</b>	<b>9,68%</b>	<b>3,79%</b>	<b>3,29%</b>	
<b>General &amp; Administration expense</b>													
<b>Salary &amp; compensation</b>													
Biaya gaji	600.000	270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500	270.500
Biaya THR	0	22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542	22.542
Biaya BPJS TK (JKK, JKM, JHT)	0	11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469	11.469
Biaya BPJS JP	0	3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360	3.360
Biaya BPJS Kes	0	0	0	9.240	9.240	9.240	9.240	9.240	9.240	9.240	9.240	9.240	9.240
Biaya training	0	3.417	3.417	3.417	3.417	3.417	3.417	3.417	13.417	3.417	3.417	3.417	3.417
Biaya jamuan	0	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Biaya overime	0	0	0	0	0	0	0	0	0	0	0	0	0
Biaya internal event	0	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	31.500	1.500	1.500
Bonus	0	0	0	0	0	0	0	0	0	0	0	0	0
Biaya imbalan kerja	0	0	0	0	0	0	0	0	0	0	0	0	0
Biaya Tunjangan Lainnya	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Salary &amp; Compensation</b>	<b>600.000</b>	<b>313.788</b>	<b>313.788</b>	<b>323.028</b>	<b>323.028</b>	<b>327.028</b>	<b>323.028</b>	<b>323.028</b>	<b>333.028</b>	<b>323.028</b>	<b>353.028</b>	<b>323.028</b>	<b>323.028</b>
<b>Office Rental &amp; Utilities</b>													
Office Rental	0	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167
Internet	0	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity, water, telp)	450	13.264	20.146	20.246	20.246	20.246	27.129	40.393	40.393	40.393	40.493	40.493	40.493
Cleaning Service	0	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<b>Total Office Rental &amp; Utilities</b>	<b>450</b>	<b>48.431</b>	<b>55.313</b>	<b>55.413</b>	<b>55.413</b>	<b>55.413</b>	<b>62.295</b>	<b>75.560</b>	<b>75.560</b>	<b>75.560</b>	<b>75.600</b>	<b>75.600</b>	<b>75.600</b>
<b>System Maintenance</b>													
Maintenance building	0	3.682	3.682	3.682	3.682	3.682	3.682	4.086	4.086	4.086	4.086	4.086	4.086
Equipment Maintenance	0	0	0	0	0	0	0	2.500	0	0	0	0	0
Equipment Insurance	0	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Stationary	0	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
License, Permit	40.000	0	0	0	0	0	0	0	0	0	0	0	0
Other GA Expenses	0	478	478	478	478	478	478	528	528	528	528	528	528
Laboratorium examination	0	0	0	0	0	0	0	1.100	1.100	1.100	1.100	1.100	1.100
<b>Total Maintenance</b>	<b>40.000</b>	<b>10.206</b>	<b>10.206</b>	<b>10.206</b>	<b>10.206</b>	<b>10.206</b>	<b>10.206</b>	<b>14.260</b>	<b>11.760</b>	<b>12.760</b>	<b>11.760</b>	<b>11.760</b>	<b>11.760</b>
<b>General &amp; Administration expense</b>	<b>640.450</b>	<b>372.424</b>	<b>379.306</b>	<b>388.646</b>	<b>388.646</b>	<b>392.646</b>	<b>395.528</b>	<b>412.847</b>	<b>420.347</b>	<b>411.347</b>	<b>440.447</b>	<b>410.447</b>	<b>410.447</b>
<b>% General &amp; Administration expense</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>106,06%</b>	<b>106,48%</b>	<b>84,34%</b>	<b>81,07%</b>	<b>75,55%</b>	<b>65,51%</b>
<b>Total Operating Expense</b>	<b>640.450</b>	<b>374.924</b>	<b>381.806</b>	<b>391.146</b>	<b>391.146</b>	<b>395.146</b>	<b>416.128</b>	<b>445.447</b>	<b>440.947</b>	<b>471.947</b>	<b>493.047</b>	<b>431.047</b>	<b>431.047</b>
<b>% Total Operating Expense</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>114,43%</b>	<b>111,69%</b>	<b>96,77%</b>	<b>90,75%</b>	<b>79,34%</b>	<b>68,80%</b>	
<b>Operating Profit</b>	<b>-640.450</b>	<b>-374.924</b>	<b>-381.806</b>	<b>-391.146</b>	<b>-391.146</b>	<b>-395.146</b>	<b>-416.128</b>	<b>-447.201</b>	<b>-514.910</b>	<b>-545.705</b>	<b>-515.042</b>	<b>-453.042</b>	<b>-413.120</b>
<b>% Operating Profit</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0,00%</b>	<b>-114,88%</b>	<b>-130,43%</b>	<b>-111,89%</b>	<b>-94,80%</b>	<b>-83,39%</b>	<b>-65,94%</b>
<b>Depreciation</b>													
Depre. Bangunan & renovasi bangunan	0	0	0	0	0	0	0	0	0	0	0	0	0
Depre. Kendaraan	0	217	4.513	4.513	4.513	4.513	4.513	4.513	4.513	4.513	4.513	4.513	4.513
Depre. Laptop, Peripheral	0	3.830	3.064	3.116	3.106	3.106	3.106	3.106	3.106	3.106	3.106	3.106	3.106
Depre. Telp, Router, Modem	0	19	140	115	188	173	173	173	173	173	173	173	173
Depre. Software	0	744	595	595	595	595	595	595	595	595	595	595	595
Depre. Mesin	0	763	5.005	5.255	5.607	5.728	5.728	5.728	5.728	5.728	5.728	5.728	5.728
Depre. Furniture	0	770	1.651	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446
Depre. AC	0	308	246	246	246	246	246	246	246	246	246	246	246
Depre. Peralatan Kerja	0	83	291	666	666	666	666	666	666	666	666	666	666
Depre. Peralatan Elektronik Lainnya	0	449	484	477	477	477	477	3.443	2.850	2.850	2.850	2.850	2.850
<b>Total Depreciation</b>	<b>0</b>	<b>7.183</b>	<b>15.990</b>	<b>16.430</b>	<b>16.845</b>	<b>16.952</b>	<b>16.952</b>	<b>16.952</b>	<b>19.918</b>	<b>19.325</b>	<b>19.325</b>	<b>19.325</b>	<b>19.325</b>
<b>EBITDA</b>	<b>-640.450</b>	<b>-382.107</b>	<b>-397.796</b>	<b>-407.576</b>	<b>-407.991</b>	<b>-412.098</b>	<b>-433.080</b>	<b>-464.152</b>	<b>-534.828</b>	<b>-565.030</b>	<b>-534.366</b>	<b>-472.366</b>	<b>-432.445</b>
<b>% EBITDA</b>	<b>0,00%</b>	<b>0,00%</b>	<b>0</b>										

**Perencanaan Profit (Loss) FishWorld per bulan di tahun kedua**

(in thousand rupiah)	2nd Year Month 13 01/01/2022	2nd Year Month 14 28/02/2022	2nd Year Month 15 31/03/2022	2nd Year Month 16 30/04/2022	2nd Year Month 17 31/05/2022	2nd Year Month 18 30/06/2022	2nd Year Month 19 31/07/2022	2nd Year Month 20 31/08/2022	2nd Year Month 21 30/09/2022	2nd Year Month 22 31/10/2022	2nd Year Month 23 30/11/2022	2nd Year Month 24 31/12/2022
<b>Revenue</b>												
Revenue ikan laut	371.894	378.211	432.504	428.332	429.124	437.362	438.568	443.290	444.703	446.323	447.529	455.767
Revenue ikan air tawar	261.031	263.692	304.643	298.552	296.493	300.481	298.758	299.891	298.335	296.948	295.225	299.213
Revenue cumi	273.300	280.541	316.270	317.843	322.262	330.947	335.603	342.273	347.047	351.940	356.595	365.281
Revenue udang	485.177	502.112	558.994	569.071	582.938	602.490	616.673	633.540	647.881	662.379	676.562	696.114
Revenue limbah ikan	0	0	0	0	0	0	0	0	0	0	0	0
Diskon Penjualan	-509.600	-456.900	-560.850	-497.900	-512.100	-528.400	-521.950	-535.550	-532.250	-542.550	-541.950	-558.400
<b>Total Revenue</b>	<b>881.802</b>	<b>967.656</b>	<b>1.051.561</b>	<b>1.115.898</b>	<b>1.118.716</b>	<b>1.142.881</b>	<b>1.167.652</b>	<b>1.183.444</b>	<b>1.205.716</b>	<b>1.215.039</b>	<b>1.233.960</b>	<b>1.257.975</b>
<i>Revenue growth</i>												
<b>COGS</b>												
Cost ikan laut	194.432	197.849	226.050	224.073	224.656	229.079	229.876	232.485	233.388	234.398	235.194	239.617
Cost ikan air tawar	133.685	135.052	156.018	152.906	151.857	153.904	153.027	153.612	152.821	152.116	151.240	153.286
Cost cumi	128.562	131.968	148.775	149.515	151.594	155.680	157.869	161.007	163.253	165.554	167.744	171.830
Cost udang	229.265	237.267	264.146	268.908	275.460	284.699	291.401	299.372	306.148	312.999	319.701	328.940
Ongkos Kirim	75.679	77.175	87.885	87.413	87.885	89.775	90.326	91.547	92.138	92.768	93.319	95.209
Biaya packaging, processing	11.410	11.530	15.065	15.027	15.065	15.216	15.260	15.358	15.405	15.455	15.500	15.651
<b>Total COGS</b>	<b>773.032</b>	<b>790.841</b>	<b>897.939</b>	<b>897.841</b>	<b>906.517</b>	<b>928.353</b>	<b>937.760</b>	<b>953.381</b>	<b>963.153</b>	<b>973.291</b>	<b>982.698</b>	<b>1.004.533</b>
<b>Gross Profit</b>	<b>108.770</b>	<b>176.816</b>	<b>153.622</b>	<b>218.057</b>	<b>212.199</b>	<b>214.528</b>	<b>229.892</b>	<b>230.063</b>	<b>242.563</b>	<b>241.748</b>	<b>251.262</b>	<b>253.441</b>
<b>% Gross Profit</b>	<b>12,33%</b>	<b>18,27%</b>	<b>14,61%</b>	<b>19,54%</b>	<b>18,97%</b>	<b>18,77%</b>	<b>19,69%</b>	<b>19,44%</b>	<b>20,12%</b>	<b>19,90%</b>	<b>20,36%</b>	<b>20,15%</b>
<b>Selling expense</b>												
Biaya promosi soamed	2.500	2.500	22.500	2.500	2.500	2.500	2.500	2.500	22.500	2.500	2.500	2.500
Biaya endorsement	0	20.000	0	0	20.000	0	0	0	0	20.000	0	0
Biaya promosi radio	0	3.000	0	0	3.000	0	0	3.000	0	0	3.000	0
Biaya promosi TV	100.000	0	0	0	0	0	0	0	0	0	0	0
Biaya promosi partipost	12.000	0	0	12.000	0	0	12.000	0	0	12.000	0	0
Biaya advertising digital media	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100
Biaya up-country	20.000	0	0	20.000	0	0	0	0	20.000	0	0	0
Biaya komisi penjualan	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Selling expense</b>	<b>152.600</b>	<b>43.600</b>	<b>40.600</b>	<b>52.600</b>	<b>43.600</b>	<b>20.600</b>	<b>32.600</b>	<b>23.600</b>	<b>60.600</b>	<b>52.600</b>	<b>23.600</b>	<b>20.600</b>
<b>% Selling Expense</b>	<b>17,31%</b>	<b>4,51%</b>	<b>3,86%</b>	<b>4,71%</b>	<b>3,90%</b>	<b>1,80%</b>	<b>2,79%</b>	<b>1,99%</b>	<b>5,03%</b>	<b>4,33%</b>	<b>1,91%</b>	<b>1,64%</b>
<b>General &amp; Administration expense</b>												
Salary & compensation												
Biaya gaji	313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020	313.020
Biaya THR	26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085	26.085
Biaya BPJS TK (JKK, JKM, JHT)	13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272	13.272
Biaya BPJS JP	3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707	3.707
Biaya BPJS Kes	10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328	10.328
Biaya training	5.417	5.417	5.417	5.417	9.417	5.417	5.417	15.417	5.417	5.417	5.417	5.417
Biaya jamuan	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Biaya overtime	0	0	0	0	0	0	0	0	0	0	0	0
Biaya internal event	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	31.500	1.500	1.500
Bonus	0	0	0	0	0	0	0	0	0	0	0	0
Biaya imbalan kerja	0	0	0	0	0	0	0	0	0	0	0	0
Biaya Tunjangan Lainnya	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Salary &amp; Compensation</b>	<b>374.329</b>	<b>374.329</b>	<b>374.329</b>	<b>374.329</b>	<b>378.329</b>	<b>374.329</b>	<b>374.329</b>	<b>384.329</b>	<b>374.329</b>	<b>404.329</b>	<b>374.329</b>	<b>374.329</b>
Office Rental & Utilities												
Office Rental	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity, water, telp)	133.343	67.022	67.022	67.022	80.286	80.386	80.386	80.386	80.386	80.386	80.386	80.386
Cleaning Service	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<b>Total Office Rental &amp; Utilities</b>	<b>168.510</b>	<b>102.188</b>	<b>102.188</b>	<b>102.188</b>	<b>115.453</b>	<b>115.553</b>	<b>115.553</b>	<b>115.553</b>	<b>115.553</b>	<b>115.553</b>	<b>115.553</b>	<b>115.553</b>
System Maintenance	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086
Maintenance building	0	3.000	0	0	0	0	3.000	0	0	0	0	0
Equipment Maintenance	2.500	0	0	0	0	0	2.500	0	0	0	0	0
Equipment Insurance	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Stationary	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
License, Permit	0	0	0	0	0	0	0	0	0	0	0	0
Other GA Expenses	603	603	628	628	628	628	628	628	628	628	628	628
Laboratorium examination	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
<b>Total Maintenance</b>	<b>14.335</b>	<b>14.835</b>	<b>11.860</b>	<b>11.860</b>	<b>11.860</b>	<b>11.860</b>	<b>17.360</b>	<b>11.860</b>	<b>11.860</b>	<b>11.860</b>	<b>11.860</b>	<b>11.860</b>
<b>General &amp; Administration expense</b>	<b>557.173</b>	<b>491.352</b>	<b>488.377</b>	<b>488.377</b>	<b>505.641</b>	<b>501.741</b>	<b>507.241</b>	<b>511.741</b>	<b>501.741</b>	<b>531.741</b>	<b>501.741</b>	<b>501.741</b>
<b>% General &amp; Administration expense</b>	<b>63,19%</b>	<b>50,78%</b>	<b>46,44%</b>	<b>43,77%</b>	<b>45,20%</b>	<b>43,90%</b>	<b>43,44%</b>	<b>43,24%</b>	<b>41,61%</b>	<b>43,76%</b>	<b>40,66%</b>	<b>39,88%</b>
<b>Total Operating Expense</b>	<b>709.773</b>	<b>534.952</b>	<b>528.977</b>	<b>540.977</b>	<b>549.241</b>	<b>522.341</b>	<b>539.841</b>	<b>535.341</b>	<b>562.341</b>	<b>584.341</b>	<b>525.341</b>	<b>522.341</b>
<b>% Total Operating Expense</b>	<b>80,49%</b>	<b>55,28%</b>	<b>50,30%</b>	<b>48,48%</b>	<b>49,10%</b>	<b>45,70%</b>	<b>46,23%</b>	<b>45,24%</b>	<b>46,64%</b>	<b>48,09%</b>	<b>42,57%</b>	<b>41,52%</b>
<b>Operating Profit</b>	<b>-601.003</b>	<b>-358.136</b>	<b>-375.355</b>	<b>-322.920</b>	<b>-337.042</b>	<b>-307.813</b>	<b>-309.949</b>	<b>-305.278</b>	<b>-319.778</b>	<b>-342.593</b>	<b>-274.079</b>	<b>-268.900</b>
<b>% Operating Profit</b>	<b>-68,16%</b>	<b>-37,01%</b>	<b>-35,70%</b>	<b>-28,94%</b>	<b>-30,13%</b>	<b>-26,93%</b>	<b>-26,54%</b>	<b>-25,80%</b>	<b>-26,52%</b>	<b>-28,20%</b>	<b>-22,11%</b>	<b>-21,38%</b>
<b>Depreciation</b>												
Depre. Bangunan & renovasi bangunan	0	0	0	0	0	0	0	0	0	0	0	0
Depre. Kendaraan	4.513	4.513	4.513	4.513	4.513	4.513	4.513	4.513	4.513	4.513	4.513	4.513
Depre. Laptop, Peripheral	23.687	23.384	23.384	23.384	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586
Depre. Telp, Router, Modem	173	173	173	173	173	173	173	173	173	173	173	173
Depre. Software	595	595	595	595	595	595	595	595	595	595	595	595
Depre. Mesin	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051
Depre. Furniture	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446
Depre. AC	246	246	246	246	246	246	246	246	246	246	246	246
Depre. Peralatan Kerja	745	449	824	824	824	864	1.029	1.404	1.404	1.404	1.404	1.709
Depre. Peralatan Elektronik Lainnya	2.850	2.850	2.850	2.850	2.850	2.850	2.850	2.850	2.850	2.850	2.850	2.850
<b>Total Depreciation</b>	<b>39.308</b>	<b>38.709</b>	<b>39.084</b>	<b>39.084</b>	<b>18.286</b>	<b>18.326</b>	<b>18.490</b>	<b>18.865</b>	<b>18.865</b>	<b>18.865</b>	<b>18.865</b>	<b>19.171</b>
<b>EBITDA</b>	<b>-640.312</b>	<b>-396.845</b>	<b>-414.439</b>	<b>-362.004</b>	<b>-355.328</b>	<b>-326.139</b>	<b>-328.440</b>	<b>-324.143</b>	<b>-338.644</b>	<b>-361.458</b>	<b>-292.944</b>	<b>-288.071</b>
<b>% EBITDA</b>	<b>-72,61%</b>	<b>-41,01%</b>	<b>-39,41%</b>	<b>-32,44%</b>	<b>-31,76%</b>	<b>-28,54%</b>	<b>-28,13%</b>	<b>-27,39%</b>	<b>-28,09%</b>	<b>-29,75%</b>	<b>-23,74%</b>	<b>-22,90%</b>
<b>Other Income/Expense</b>												
Bank interest	1.573	1.182	1.088	1.135	894	965	1.062	1.198	1.408	1.582	1.836	2.112
Loan interest	16.097	15.495	14.886	14.273	13.653	13.028	12.397	11.761	11.118	10.470	9.816	9.155
<b>Other Income (Expense)</b>	<b>-14.524</b>	<b>-14.313</b>	<b>-13.798</b>	<b>-13.138</b>	<b>-12.759</b>	<b>-12.063</b>	<b>-11.335</b>	<b>-10.562</b>	<b>-9.711</b>	<b>-8.888</b>	<b>-7.979</b>	<b>-7.044</b>
<b>% Other Income (Expense)</b>	<b>-1,65%</b>	<b>-1,48%</b>	<b>-1,31%</b>	<b>-1,18%</b>								

**Perencanaan *Profit (Loss)* FishWorld per bulan di tahun ketiga**

(in thousand rupiah)	3rd Year Month 25 01/01/2023	3rd Year Month 26 28/02/2023	3rd Year Month 27 31/03/2023	3rd Year Month 28 30/04/2023	3rd Year Month 29 31/05/2023	3rd Year Month 30 30/06/2023	3rd Year Month 31 31/07/2023	3rd Year Month 32 31/08/2023	3rd Year Month 33 30/09/2023	3rd Year Month 34 31/10/2023	3rd Year Month 35 30/11/2023	3rd Year Month 36 31/12/2023
<b>Revenue</b>												
Revenue ikan laut	1.009.686	1.006.977	1.017.047	1.022.798	1.041.543	1.055.181	1.075.281	1.113.701	1.147.965	1.175.773	1.201.770	1.245.681
Revenue ikan air tawar	592.807	588.428	594.312	589.904	598.138	598.528	603.097	608.441	605.238	609.203	609.836	611.706
Revenue cuni	718.325	714.862	722.011	718.549	724.088	723.950	726.720	729.489	726.027	728.104	727.758	727.769
Revenue udang	1.386.248	1.383.089	1.396.920	1.394.206	1.403.047	1.405.096	1.411.244	1.420.340	1.422.215	1.428.875	1.432.696	1.439.775
Revenue limbah ikan	483	519	525	577	617	679	747	896	1.076	1.183	1.302	1.497
Diskon Penjualan	-447.300	-452.250	-452.550	-451.500	-460.800	-458.700	-468.600	-469.800	-465.600	-475.950	-472.800	-483.750
<b>Total Revenue</b>	<b>3.260.250</b>	<b>3.241.626</b>	<b>3.278.264</b>	<b>3.274.534</b>	<b>3.306.633</b>	<b>3.324.734</b>	<b>3.348.488</b>	<b>3.403.068</b>	<b>3.436.921</b>	<b>3.467.189</b>	<b>3.500.562</b>	<b>3.542.677</b>
<i>Revenue growth</i>												
<b>COGS</b>												
Cost ikan laut	483.413	489.082	493.973	498.236	508.131	516.321	527.685	550.007	571.325	587.463	603.096	629.357
Cost ikan air tawar	272.536	270.593	273.299	271.338	275.159	275.409	277.582	280.204	278.942	280.884	281.310	282.392
Cost cuni	302.644	301.186	304.197	302.739	305.073	305.014	306.181	307.348	305.890	306.765	306.619	306.623
Cost udang	589.343	588.228	594.110	593.250	597.215	598.423	601.399	606.072	607.854	611.266	613.535	617.608
Ongkos kirim	167.300	166.550	168.216	167.695	169.664	170.188	171.608	173.773	174.410	175.993	176.974	178.760
Biaya packaging, processing	27.164	27.104	27.237	27.196	27.353	27.395	27.509	27.682	27.733	27.859	27.938	28.081
<b>Total COGS</b>	<b>1.842.402</b>	<b>1.842.742</b>	<b>1.861.032</b>	<b>1.860.454</b>	<b>1.882.595</b>	<b>1.892.750</b>	<b>1.911.964</b>	<b>1.945.086</b>	<b>1.966.153</b>	<b>1.990.230</b>	<b>2.009.472</b>	<b>2.042.822</b>
<b>Gross Profit</b>	<b>1.417.848</b>	<b>1.398.884</b>	<b>1.417.233</b>	<b>1.414.080</b>	<b>1.424.039</b>	<b>1.431.984</b>	<b>1.436.525</b>	<b>1.457.982</b>	<b>1.470.768</b>	<b>1.476.959</b>	<b>1.491.090</b>	<b>1.499.856</b>
<b>% Gross Profit</b>	<b>43,49%</b>	<b>43,15%</b>	<b>43,23%</b>	<b>43,18%</b>	<b>43,07%</b>	<b>43,07%</b>	<b>42,90%</b>	<b>42,84%</b>	<b>42,79%</b>	<b>42,60%</b>	<b>42,60%</b>	<b>42,34%</b>
<b>Selling expense</b>												
Biaya promosi sosmed	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500
Biaya endorsement	0	0	0	20.000	0	0	0	0	20.000	0	0	0
Biaya promosi radio	0	0	3.000	0	0	3.000	0	0	0	3.000	0	0
Biaya promosi TV	0	100.000	0	0	0	0	0	0	0	0	0	0
Biaya promosi partipost	12.000	0	0	12.000	0	0	12.000	0	0	12.000	0	0
Biaya advertising digital media	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100
Biaya up-country	20.000	0	0	20.000	0	0	20.000	0	0	20.000	0	0
Biaya komisi penjualan	2.185	2.045	2.150	2.158	2.097	2.188	2.092	2.238	2.414	2.331	2.486	2.430
<b>Total Selling Expense</b>	<b>54.785</b>	<b>122.645</b>	<b>25.750</b>	<b>74.758</b>	<b>22.697</b>	<b>25.788</b>	<b>54.692</b>	<b>22.838</b>	<b>43.014</b>	<b>57.931</b>	<b>23.086</b>	<b>23.030</b>
<b>% Selling Expense</b>	<b>1,68%</b>	<b>3,78%</b>	<b>0,79%</b>	<b>2,28%</b>	<b>0,69%</b>	<b>0,78%</b>	<b>1,63%</b>	<b>0,67%</b>	<b>1,25%</b>	<b>1,67%</b>	<b>0,66%</b>	<b>0,65%</b>
<b>General &amp; Administration expense</b>												
<b>Salary &amp; compensation</b>												
Biaya gaji	392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773	392.773
Biaya THR	32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731	32.731
Biaya BPJS TK (JKK, JKM, JHT)	16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654	16.654
Biaya BPJS JS	4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692	4.692
Biaya BPJS Kes	13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248	13.248
Biaya training	5.417	5.417	5.417	5.417	5.417	9.417	5.417	15.417	5.417	5.417	5.417	5.417
Biaya jamuan	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Biaya overtime	1.000	2.000	3.000	2.000	2.000	5.000	2.000	3.000	5.000	3.000	1.000	1.000
Biaya internal event	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	31.500	1.500	1.500
Bonus	0	0	0	0	0	0	0	0	0	0	0	0
Biaya imbalan kerja	0	0	0	0	0	0	0	0	0	0	0	0
Biaya Tunjangan Lainnya	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Salary &amp; Compensation</b>	<b>469.014</b>	<b>470.014</b>	<b>471.014</b>	<b>470.014</b>	<b>470.014</b>	<b>477.014</b>	<b>470.014</b>	<b>481.014</b>	<b>473.014</b>	<b>501.014</b>	<b>469.014</b>	<b>469.014</b>
<b>Office Rental &amp; Utilities</b>												
Office Rental	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity, water, telp)	93.650	93.650	93.650	93.650	93.650	93.650	93.650	113.547	113.547	113.547	113.547	113.547
Cleaning Service	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<b>Total Office Rental &amp; Utilities</b>	<b>131.317</b>	<b>131.317</b>	<b>131.317</b>	<b>131.317</b>	<b>131.317</b>	<b>131.317</b>	<b>131.317</b>	<b>151.213</b>	<b>151.213</b>	<b>151.213</b>	<b>151.213</b>	<b>151.213</b>
<b>Maintenance</b>												
System Maintenance	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086
Maintenance building	4.000	0	0	0	0	0	0	5.000	0	0	0	0
Equipment Maintenance	2.500	0	0	0	0	0	2.500	0	0	0	0	0
Equipment Insurance	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Stationary	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
License, Permit	0	0	0	0	0	0	0	0	0	0	0	0
Other GA Expenses	850	850	850	850	850	850	850	850	850	850	850	850
Laboratorium examination	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
<b>Total Maintenance</b>	<b>18.582</b>	<b>12.082</b>	<b>12.082</b>	<b>12.082</b>	<b>12.082</b>	<b>12.082</b>	<b>14.582</b>	<b>17.082</b>	<b>12.082</b>	<b>12.082</b>	<b>12.082</b>	<b>12.082</b>
<b>General &amp; Administration expense</b>	<b>618.913</b>	<b>613.413</b>	<b>614.413</b>	<b>613.413</b>	<b>613.413</b>	<b>620.413</b>	<b>615.913</b>	<b>649.310</b>	<b>636.310</b>	<b>664.310</b>	<b>632.310</b>	<b>632.310</b>
<b>% General &amp; Administration expense</b>	<b>18,98%</b>	<b>18,92%</b>	<b>18,74%</b>	<b>18,73%</b>	<b>18,55%</b>	<b>18,66%</b>	<b>18,39%</b>	<b>19,08%</b>	<b>18,51%</b>	<b>19,16%</b>	<b>18,06%</b>	<b>17,85%</b>
<b>Total Operating Expense</b>	<b>673.698</b>	<b>736.059</b>	<b>640.164</b>	<b>688.171</b>	<b>636.110</b>	<b>646.201</b>	<b>670.605</b>	<b>672.148</b>	<b>679.324</b>	<b>722.240</b>	<b>655.396</b>	<b>655.340</b>
<b>% Total Operating Expense</b>	<b>20,66%</b>	<b>22,71%</b>	<b>19,53%</b>	<b>21,02%</b>	<b>19,24%</b>	<b>19,44%</b>	<b>20,03%</b>	<b>19,75%</b>	<b>19,77%</b>	<b>20,83%</b>	<b>18,72%</b>	<b>18,50%</b>
<b>Operating Profit</b>	<b>744.150</b>	<b>662.825</b>	<b>777.069</b>	<b>725.909</b>	<b>787.929</b>	<b>785.783</b>	<b>765.919</b>	<b>785.834</b>	<b>791.444</b>	<b>754.718</b>	<b>835.694</b>	<b>844.516</b>
<b>% Operating Profit</b>	<b>22,82%</b>	<b>20,45%</b>	<b>23,70%</b>	<b>22,17%</b>	<b>23,83%</b>	<b>23,63%</b>	<b>22,87%</b>	<b>23,09%</b>	<b>23,03%</b>	<b>21,77%</b>	<b>23,87%</b>	<b>23,84%</b>
<b>Depreciation</b>												
Depre. Bangunan & renovasi bangunan	0	0	0	0	0	0	0	0	0	0	0	0
Depre. Kendaraan	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830
Depre. Laptop, Peripherals	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586
Depre. Telp. Router, Modem	173	173	173	173	173	173	173	173	173	173	173	173
Depre. Software	595	595	595	595	595	595	595	595	595	595	595	595
Depre. Mesin	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051	5.051
Depre. Furniture	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446	1.446
Depre. AC	246	246	246	246	246	246	246	246	246	246	246	246
Depre. Peralatan Kerja	1.577	1.362	2.112	2.112	2.112	2.112	1.612	1.612	1.612	1.612	1.612	1.612
Depre. Peralatan Elektronik Lainnya	3.299	3.086	3.086	3.086	3.086	3.086	3.086	3.086	3.086	3.086	3.086	3.086
<b>Total Depreciation</b>	<b>19.805</b>	<b>19.375</b>	<b>20.125</b>	<b>20.125</b>	<b>20.125</b>	<b>20.125</b>	<b>19.625</b>	<b>19.6</b>				

**Perencanaan Profit (Loss) FishWorld per bulan di tahun keempat**

(in thousand rupiah)	4th Year Month 37 31/01/2024	4th Year Month 38 28/02/2024	4th Year Month 39 31/03/2024	4th Year Month 40 30/04/2024	4th Year Month 41 31/05/2024	4th Year Month 42 30/06/2024	4th Year Month 43 31/07/2024	4th Year Month 44 31/08/2024	4th Year Month 45 30/09/2024	4th Year Month 46 31/10/2024	4th Year Month 47 30/11/2024	4th Year Month 48 31/12/2024
<b>Revenue</b>												
Revenue ikan laut	1.551.407	1.566.921	1.645.267	1.658.049	1.828.191	1.894.069	2.047.337	2.149.704	2.567.003	2.695.353	2.788.086	2.927.491
Revenue ikan air tawar	710.623	717.729	753.616	743.458	752.250	749.684	753.181	790.840	859.807	902.797	918.123	964.029
Revenue cumi	838.527	846.912	889.257	881.294	882.489	878.507	880.100	924.105	959.939	1.007.936	1.015.900	1.066.695
Revenue udang	1.676.550	1.693.315	1.777.981	1.771.666	1.800.309	1.806.727	1.834.637	1.926.369	2.024.230	2.125.442	2.147.189	2.254.548
Revenue limbah ikan	1.946	1.965	2.064	2.167	2.817	3.099	3.718	3.904	4.984	5.234	5.474	5.747
Diskon Penjualan	-494.750	-501.250	-523.800	-510.450	-546.525	-537.975	-557.250	-572.150	-676.600	-687.600	-678.900	-691.150
<b>Total Revenue</b>	<b>4.284.302</b>	<b>4.325.593</b>	<b>4.544.385</b>	<b>4.546.185</b>	<b>4.719.530</b>	<b>4.794.110</b>	<b>4.961.723</b>	<b>5.222.772</b>	<b>5.739.364</b>	<b>6.049.162</b>	<b>6.195.872</b>	<b>6.527.360</b>
<b>Revenue growth</b>												
<b>COGS</b>												
Cost ikan laut	711.582	718.698	754.633	763.176	854.070	890.210	973.166	1.021.825	1.248.269	1.310.683	1.361.004	1.429.054
Cost ikan air tawar	294.337	297.280	312.144	308.096	312.477	311.758	313.949	329.647	359.940	377.937	384.669	403.902
Cost cumi	316.423	319.587	335.567	332.562	333.012	331.510	332.111	348.716	362.239	380.551	383.556	402.524
Cost udang	646.574	653.040	685.692	683.884	699.433	702.465	716.564	752.392	796.328	836.144	845.908	888.203
Ongkos Kirim	183.262	185.094	194.349	193.291	199.529	201.102	206.287	216.601	237.976	249.875	254.625	267.356
Biaya packaging, processing	31.665	31.812	32.552	32.467	32.966	33.022	33.507	37.166	38.876	42.662	43.042	44.061
<b>Total COGS</b>	<b>2.183.843</b>	<b>2.205.511</b>	<b>2.314.937</b>	<b>2.313.477</b>	<b>2.430.487</b>	<b>2.470.136</b>	<b>2.575.585</b>	<b>2.706.348</b>	<b>3.043.628</b>	<b>3.197.652</b>	<b>3.272.603</b>	<b>3.435.100</b>
<b>Gross Profit</b>	<b>2.100.460</b>	<b>2.120.082</b>	<b>2.229.448</b>	<b>2.232.708</b>	<b>2.289.043</b>	<b>2.323.974</b>	<b>2.386.138</b>	<b>2.516.424</b>	<b>2.695.736</b>	<b>2.851.510</b>	<b>2.923.268</b>	<b>3.092.260</b>
<b>% Gross Profit</b>	<b>49,03%</b>	<b>49,01%</b>	<b>49,06%</b>	<b>49,11%</b>	<b>48,50%</b>	<b>48,48%</b>	<b>48,09%</b>	<b>48,18%</b>	<b>46,97%</b>	<b>47,14%</b>	<b>47,18%</b>	<b>47,37%</b>
<b>Selling expense</b>												
Biaya promosi sosmed	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500	2.500
Biaya endorsement	0	0	0	20.000	0	0	0	0	20.000	0	0	0
Biaya promosi radio	0	3.000	0	0	0	3.000	0	0	0	3.000	0	0
Biaya promosi TV	0	0	0	0	0	0	0	0	0	0	0	0
Biaya promosi partipost	12.000	0	0	12.000	0	0	12.000	0	0	12.000	0	0
Biaya advertising digital media	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100	18.100
Biaya up-country	20.000	0	0	20.000	0	0	0	0	0	20.000	0	0
Biaya komisi penjualan	9.252	9.314	9.830	10.052	10.179	10.618	10.990	11.799	12.212	13.279	14.009	15.143
<b>Total Selling expense</b>	<b>61.852</b>	<b>32.914</b>	<b>30.430</b>	<b>82.652</b>	<b>30.779</b>	<b>34.218</b>	<b>43.590</b>	<b>32.399</b>	<b>52.812</b>	<b>68.879</b>	<b>34.609</b>	<b>35.743</b>
<b>% Selling Expense</b>	<b>1,44%</b>	<b>0,76%</b>	<b>0,67%</b>	<b>1,82%</b>	<b>0,65%</b>	<b>0,71%</b>	<b>0,88%</b>	<b>0,62%</b>	<b>0,92%</b>	<b>1,14%</b>	<b>0,56%</b>	<b>0,55%</b>
<b>General &amp; Administration expense</b>												
<b>Salary &amp; compensation</b>												
Biaya gaji	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832	489.832
Biaya THR	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819	40.819
Biaya BPJS TK (JKK, JKM, JHT)	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769	20.769
Biaya BPJS JP	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457	5.457
Biaya BPJS Kes	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973	15.973
Biaya training	5.417	5.417	5.417	5.417	5.417	9.417	5.417	15.417	5.417	5.417	5.417	5.417
Biaya jamuan	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Biaya overtime	1.000	2.000	3.000	2.000	2.000	5.000	2.000	3.000	5.000	3.000	1.000	1.000
Biaya internal event	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	1.500	31.500	1.500	1.500
Bonus	0	0	0	0	0	0	0	0	0	0	0	0
Biaya imbalan kerja	0	0	0	0	0	0	0	0	0	0	0	0
Biaya Tunjangan Lainnya	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Salary &amp; Compensation</b>	<b>581.767</b>	<b>582.767</b>	<b>583.767</b>	<b>582.767</b>	<b>582.767</b>	<b>589.767</b>	<b>582.767</b>	<b>593.767</b>	<b>585.767</b>	<b>613.767</b>	<b>581.767</b>	<b>581.767</b>
<b>Office Rental &amp; Utilities</b>												
Office Rental	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity, water, telp)	113.547	113.547	113.547	113.547	133.443	133.443	133.443	133.443	133.443	133.443	133.443	133.443
Cleaning Service	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
<b>Total Office Rental &amp; Utilities</b>	<b>153.963</b>	<b>153.963</b>	<b>153.963</b>	<b>153.963</b>	<b>173.860</b>	<b>173.860</b>	<b>173.860</b>	<b>173.860</b>	<b>173.860</b>	<b>173.860</b>	<b>173.860</b>	<b>173.860</b>
<b>System Maintenance</b>												
Maintenance building	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288
Equipment Maintenance	2.500	0	0	0	0	0	0	5.000	0	0	0	0
Stationary	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
License, Permit	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
Other GA Expenses	993	993	993	993	993	993	993	1.018	1.018	1.043	1.043	1.043
Laboratorium examination	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
<b>Total Maintenance</b>	<b>14.927</b>	<b>12.427</b>	<b>12.427</b>	<b>12.427</b>	<b>12.427</b>	<b>12.427</b>	<b>14.927</b>	<b>17.452</b>	<b>12.452</b>	<b>12.427</b>	<b>12.427</b>	<b>20.427</b>
<b>General &amp; Administration expense</b>	<b>750.658</b>	<b>749.158</b>	<b>750.158</b>	<b>749.158</b>	<b>769.054</b>	<b>776.054</b>	<b>771.554</b>	<b>785.079</b>	<b>772.079</b>	<b>800.104</b>	<b>768.104</b>	<b>776.104</b>
<b>% General &amp; Administration expense</b>	<b>17,52%</b>	<b>17,32%</b>	<b>16,51%</b>	<b>16,48%</b>	<b>16,30%</b>	<b>16,19%</b>	<b>15,55%</b>	<b>15,03%</b>	<b>13,45%</b>	<b>13,23%</b>	<b>12,40%</b>	<b>11,89%</b>
<b>Total Operating Expense</b>	<b>812.510</b>	<b>782.072</b>	<b>780.588</b>	<b>831.810</b>	<b>799.833</b>	<b>810.273</b>	<b>815.145</b>	<b>817.478</b>	<b>824.891</b>	<b>868.983</b>	<b>802.713</b>	<b>811.847</b>
<b>% Total Operating Expense</b>	<b>18,96%</b>	<b>18,08%</b>	<b>17,18%</b>	<b>18,30%</b>	<b>16,95%</b>	<b>16,90%</b>	<b>16,43%</b>	<b>15,65%</b>	<b>14,37%</b>	<b>14,37%</b>	<b>12,96%</b>	<b>12,44%</b>
<b>Operating Profit</b>	<b>1.287.949</b>	<b>1.338.010</b>	<b>1.448.861</b>	<b>1.400.898</b>	<b>1.489.210</b>	<b>1.513.701</b>	<b>1.570.994</b>	<b>1.698.946</b>	<b>1.870.845</b>	<b>1.982.527</b>	<b>2.120.555</b>	<b>2.280.413</b>
<b>% Operating Profit</b>	<b>30,06%</b>	<b>30,93%</b>	<b>31,88%</b>	<b>30,81%</b>	<b>31,55%</b>	<b>31,57%</b>	<b>31,66%</b>	<b>32,53%</b>	<b>32,60%</b>	<b>32,77%</b>	<b>34,23%</b>	<b>34,94%</b>
<b>Depreciation</b>												
Depre. Bangunan & renovasi bangunan	0	0	0	0	0	0	0	0	33.333	0	0	0
Depre. Kendaraan	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830	4.830
Depre. Laptop, Peripheral	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586	2.586
Depre. Telp, Router, Modem	173	173	173	173	173	173	173	173	173	173	173	173
Depre. Software	595	595	595	595	595	595	595	595	595	595	595	595
Depre. Mesin	5.051	5.051	5.051	5.051	5.051	6.093	6.093	6.093	6.093	6.093	6.093	6.093
Depre. Furniture	1.419	1.419	1.419	1.419	1.419	1.419	1.419	1.419	1.419	1.419	1.419	1.419
Depre. AC	246	246	246	246	246	246	246	246	246	246	246	246
Depre. Peralatan Kerja	1.453	453	453	453	453	374	374	374	374	374	374	374
Depre. Peralatan Elektronik Lainnya	3.086	3.086	3.086	3.086	3.086	3.086	3.086	3.086	3.086	3.086	3.086	3.086
<b>Total Depreciation</b>	<b>19.439</b>	<b>18.439</b>	<b>18.439</b>	<b>18.439</b>	<b>18.439</b>	<b>19.402</b>	<b>19.402</b>	<b>19.402</b>	<b>52.735</b>	<b>19.402</b>	<b>19.402</b>	<b>19.402</b>
<b>EBITDA</b>	<b>1.268.510</b>	<b>1.319.571</b>	<b>1.430.422</b>	<b>1.382.459</b>	<b>1.470.770</b>	<b>1.494.299</b>	<b>1.551.592</b>	<b>1.679.544</b>	<b>1.818.110</b>	<b>1.963.125</b>	<b>2.101.154</b>	<b>2.261.011</b>
<b>% EBITDA</b>	<b>29,61%</b>	<b>30,51%</b>	<b>31,48%</b>	<b>30,41%</b>	<b>31,16%</b>	<b>31,17%</b>	<b>31,27%</b>	<b>32,16%</b>	<b>31,68%</b>	<b>32,45%</b>	<b>33,91%</b>	<b>34,64%</b>
<b>Other Income/Expense</b>												
Bank interest	14.160	15.747	10.869	11.873	12.466	12.701	13.177	13.358	13.291	13.062	8.288	7.579
Loan interest	0	0	0	0	0	0	0	0	0	0	0	0
<b>Other Income (Expense)</b>	<b>14.160</b>	<b>15.747</b>	<b>10.869</b>	<b>11.873</b>	<b>12.466</b>	<b>12.7</b>						



## g. Balance Sheet FishWorld per bulan di tahun pertama

	Year 0 Month 0 31/12/2020	1st Year Month 1 31/01/2021	1st Year Month 2 28/02/2021	1st Year Month 3 31/03/2021	1st Year Month 4 30/04/2021	1st Year Month 5 31/05/2021	1st Year Month 6 30/06/2021	1st Year Month 7 31/07/2021	1st Year Month 8 31/08/2021	1st Year Month 9 30/09/2021	1st Year Month 10 31/10/2021	1st Year Month 11 30/11/2021	1st Year Month 12 31/12/2021
<i>(in thousand rupiah)</i>													
ASSET													
Current Asset													
Cash and bank													
Permata 194890123000	0	1.235	462.967	215.217	2.220	4.209	6.256	8.257	244	2.287	4.389	6.476	8.620
BCA 8799887777 (CASH OUT)	1.260.654	2.829.501	1.855.035	1.670.451	1.454.006	1.040.558	449.398	7.941	1.301	3.724	219.015	44.411	8.420
BCA 8799899999 (CASH IN)	0	0	70	214	442	200.444	200.470	200.353	1.477.600	691.509	-27.386	203.419	45.877
<b>Total Cash and Bank</b>	<b>1.260.654</b>	<b>2.830.737</b>	<b>2.318.072</b>	<b>1.885.862</b>	<b>1.456.668</b>	<b>1.245.211</b>	<b>656.124</b>	<b>216.551</b>	<b>1.479.145</b>	<b>697.521</b>	<b>196.018</b>	<b>254.305</b>	<b>62.917</b>
Receivables													
A/R Third Party	0	0	0	0	0	0	0	9.439	20.513	33.803	47.202	60.601	75.249
Prepaid Rental	600.000	770.833	741.667	712.500	683.333	654.167	625.000	595.833	566.667	537.500	508.333	479.167	450.000
<b>Total Receivables</b>	<b>600.000</b>	<b>770.833</b>	<b>741.667</b>	<b>712.500</b>	<b>683.333</b>	<b>654.167</b>	<b>625.000</b>	<b>605.272</b>	<b>587.180</b>	<b>571.303</b>	<b>555.335</b>	<b>539.768</b>	<b>525.249</b>
Inventory													
Inventory - Ikan Laut	0	0	0	0	0	0	47.652	45.678	24.375	23.755	7.835	54.738	27.790
Inventory - Ikan Air Tawar	0	0	0	0	0	0	42.386	43.181	26.194	24.345	11.797	21.958	17.727
Inventory - Cumi	0	0	0	0	0	0	30.250	26.967	15.596	16.848	8.192	22.422	9.003
Inventory - Udang	0	0	0	0	0	0	35.328	25.905	10.192	15.220	2.929	60.053	35.828
<b>Total Inventory</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>155.616</b>	<b>141.731</b>	<b>76.357</b>	<b>80.169</b>	<b>30.753</b>	<b>159.171</b>	<b>90.348</b>
<b>Total Current Assets</b>	<b>1.860.654</b>	<b>3.601.570</b>	<b>3.059.739</b>	<b>2.598.362</b>	<b>2.140.001</b>	<b>1.899.377</b>	<b>1.436.740</b>	<b>963.554</b>	<b>2.142.682</b>	<b>1.348.992</b>	<b>782.306</b>	<b>953.244</b>	<b>678.514</b>
Non-Current Asset													
Fixed Assets													
Bangunan & renovasi bangunan	0	0	0	0	0	0	0	0	0	0	0	0	0
Kendaraan	0	20.800	20.800	20.800	20.800	20.800	20.800	20.800	20.800	20.800	20.800	20.800	20.800
Laptop, PC, Server & Peripheral	0	183.860	183.860	186.360	186.360	186.360	186.360	186.360	186.360	186.360	186.360	186.360	186.360
Telepon, router, modem	0	890	6.890	6.890	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390
Software	0	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700
Mesin	0	73.250	327.750	351.750	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170
Furniture (kursi, meja)	0	36.975	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115
AC	0	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788
Peralatan kerja	0	3.988	9.988	9.988	9.988	9.988	9.988	9.988	9.988	9.988	9.988	9.988	9.988
Peralatan elektronik lainnya	0	21.550	23.218	23.218	23.218	23.218	23.218	23.218	165.619	165.619	165.619	165.619	165.619
<b>Total perolehan Fixed Assets</b>	<b>0</b>	<b>391.801</b>	<b>709.109</b>	<b>735.609</b>	<b>758.529</b>	<b>758.529</b>	<b>758.529</b>	<b>758.529</b>	<b>900.930</b>	<b>900.930</b>	<b>900.930</b>	<b>900.930</b>	<b>900.930</b>
Accum. Depre. Bangunan & renovasi bangunan	0	0	0	0	0	0	0	0	0	0	0	0	0
Accum. Depre. Kendaraan	0	-217	-4.730	-9.243	-13.757	-18.270	-22.783	-27.297	-31.810	-36.323	-40.837	-45.350	-49.863
Accum. Depre. Laptop, Peripheral	0	-3.830	-6.895	-10.011	-13.117	-16.223	-19.329	-22.435	-25.541	-28.647	-31.753	-34.859	-37.965
Accum. Depre. Telp, Router, Modem	0	-19	-158	-273	-461	-634	-807	-980	-1.154	-1.327	-1.500	-1.673	-1.846
Accum. Depre. Software	0	-744	-1.339	-1.934	-2.529	-3.124	-3.719	-4.314	-4.909	-5.504	-6.099	-6.694	-7.289
Accum. Depre. Mesin	0	-763	-5.768	-11.022	-16.629	-22.358	-28.086	-33.814	-39.543	-45.271	-51.000	-56.728	-62.456
Accum. Depre. Furniture	0	-770	-2.421	-3.868	-5.314	-6.761	-8.207	-9.653	-11.100	-12.546	-13.992	-15.439	-16.885
Accum. Depre. AC	0	-308	-555	-801	-1.047	-1.294	-1.540	-1.787	-2.033	-2.280	-2.526	-2.773	-3.019
Accum. Depre. Peralatan Kerja	0	-83	-374	-1.040	-1.707	-2.373	-3.039	-3.705	-4.371	-5.037	-5.703	-6.370	-7.036
Accum. Depre. Peralatan Elektronik	0	-449	-933	-1.409	-1.886	-2.363	-2.840	-3.316	-3.792	-4.269	-4.746	-5.223	-5.700
Lainnya	0	-449	-933	-1.409	-1.886	-2.363	-2.840	-3.316	-3.792	-4.269	-4.746	-5.223	-5.700
<b>Total Accum. Depre. Fixed Assets</b>	<b>0</b>	<b>-7.183</b>	<b>-23.172</b>	<b>-39.602</b>	<b>-56.447</b>	<b>-73.399</b>	<b>-90.350</b>	<b>-107.302</b>	<b>-127.220</b>	<b>-146.545</b>	<b>-165.870</b>	<b>-185.195</b>	<b>-204.520</b>
<b>Total Non-Current Asset</b>	<b>0</b>	<b>384.618</b>	<b>685.936</b>	<b>696.006</b>	<b>702.081</b>	<b>685.130</b>	<b>668.178</b>	<b>651.227</b>	<b>773.709</b>	<b>754.384</b>	<b>735.059</b>	<b>715.734</b>	<b>696.409</b>
<b>TOTAL ASSETS</b>	<b>1.860.654</b>	<b>3.986.188</b>	<b>3.745.675</b>	<b>3.294.369</b>	<b>2.842.083</b>	<b>2.584.507</b>	<b>2.104.918</b>	<b>1.614.781</b>	<b>2.916.391</b>	<b>2.103.376</b>	<b>1.517.365</b>	<b>1.668.978</b>	<b>1.374.923</b>
LIABILITIES													
Current Liabilities													
Account Payable													
A/P Third Party	0	0	254.500	254.500	254.500	254.500	254.500	296.205	305.359	61.031	61.031	61.031	61.031
A/P Others	0	0	0	0	0	0	200.000	200.000	200.000	200.000	200.000	200.000	1.100.000
<b>Total Account Payable</b>	<b>0</b>	<b>0</b>	<b>254.500</b>	<b>254.500</b>	<b>254.500</b>	<b>254.500</b>	<b>454.500</b>	<b>496.205</b>	<b>505.359</b>	<b>261.031</b>	<b>261.031</b>	<b>261.031</b>	<b>1.161.031</b>
Accrued liabilities													
BPJS Kes Payable	0	13.525	13.525	13.525	13.525	13.525	13.525	13.525	13.525	13.525	13.525	13.525	13.525
BPJS TK Payable	0	16.879	16.879	16.879	16.879	16.879	16.879	16.879	16.879	16.879	16.879	16.879	16.879
BPJS TK JP Payable	0	1.560	1.560	1.560	1.560	1.560	1.560	1.560	1.560	1.560	1.560	1.560	1.560
Accrued THR	0	22.542	45.083	67.625	90.167	112.708	135.250	157.792	180.334	202.876	225.418	247.960	270.502
Accrued Expense	0	17.622	-22.477	-8.653	5.170	18.993	31.659	23.200	22.460	76.738	83.015	65.180	62.092
<b>Total Accrued Liabilities</b>	<b>0</b>	<b>72.128</b>	<b>54.571</b>	<b>90.936</b>	<b>127.301</b>	<b>163.666</b>	<b>198.873</b>	<b>212.956</b>	<b>222.049</b>	<b>198.868</b>	<b>227.688</b>	<b>232.394</b>	<b>251.848</b>
Taxes payable													
PPh 21 Payable	0	14.592	14.592	14.592	14.592	14.592	14.592	14.592	14.592	14.592	14.592	14.592	14.592
PPh 25 Payable	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Taxes Payable</b>	<b>0</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>	<b>14.592</b>
<b>Total Current Liabilities</b>	<b>0</b>	<b>86.720</b>	<b>323.663</b>	<b>360.027</b>	<b>396.392</b>	<b>428.158</b>	<b>652.670</b>	<b>713.753</b>	<b>729.951</b>	<b>474.491</b>	<b>503.310</b>	<b>503.310</b>	<b>1.427.471</b>
Non-Current Liabilities													
Long term liabilities													
Long-term Loan	0	2.441.070	2.381.600	2.321.584	2.261.018	2.199.898	2.138.217	2.075.970	2.013.153	1.949.760	1.885.786	1.821.226	1.756.074
<b>Total Non-Current Liabilities</b>	<b>0</b>	<b>2.441.070</b>	<b>2.381.600</b>	<b>2.321.584</b>	<b>2.261.018</b>	<b>2.199.898</b>	<b>2.138.217</b>	<b>2.075.970</b>	<b>2.013.153</b>	<b>1.949.760</b>	<b>1.885.786</b>	<b>1.821.226</b>	<b>1.756.074</b>
<b>TOTAL LIABILITIES</b>	<b>0</b>	<b>2.527.790</b>	<b>2.705.262</b>	<b>2.681.612</b>	<b>2.657.411</b>	<b>2.623.056</b>	<b>2.791.887</b>	<b>2.789.723</b>	<b>2.655.153</b>	<b>2.424.252</b>	<b>2.389.097</b>	<b>2.322.536</b>	<b>3.183.545</b>
EQUITY													
Capital Stock	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000
Additional Capital	0	0	0	0	0	0	0	0	0	0	0	0	0
Current Year R/E	-639.346	-402.256	-417.985	-427.656	-428.085	-432.820	-453.115	-483.679	-553.820	-582.113	-550.856	-488.533	-448.357
R/E	0	-639.346	-1.041.602	-1.459.587	-1.887.243	-2.315.328	-2.748.148	-3.201.263	-3.684.942	-4.238.762	-4.820.875	-5.371.732	-5.860.265

Balance Sheet FishWorld per bulan di tahun kedua

(in thousand rupiah)	2nd Year Month 13 01/01/2022	2nd Year Month 14 28/02/2022	2nd Year Month 15 31/03/2022	2nd Year Month 16 30/04/2022	2nd Year Month 17 31/05/2022	2nd Year Month 18 30/06/2022	2nd Year Month 19 31/07/2022	2nd Year Month 20 31/08/2022	2nd Year Month 21 30/09/2022	2nd Year Month 22 31/10/2022	2nd Year Month 23 30/11/2022	2nd Year Month 24 31/12/2022
<b>ASSET</b>												
Current Asset												
Cash and bank												
Permata 194890123000	3.687	8.777	3.889	9.020	4.170	9.338	317	315	227	158	108	77
BCA 8799887777 (CASH OUT)	10.368	113.685	22.902	25.123	29.202	37.963	38.501	43.853	48.995	53.887	59.407	67.742
BCA 8799889999 (CASH IN)	-212.270	791.817	1.390.606	1.090.518	217.037	513.348	17.457	53.631	178.799	62.380	138.178	284.096
<b>Total Cash and Bank</b>	<b>-198.214</b>	<b>914.279</b>	<b>1.417.397</b>	<b>1.124.660</b>	<b>250.409</b>	<b>560.650</b>	<b>56.276</b>	<b>97.799</b>	<b>228.021</b>	<b>116.425</b>	<b>197.693</b>	<b>351.916</b>
Receivables												
A/R Third Party	96.120	117.488	141.674	165.881	190.343	215.413	240.757	266.542	292.611	318.975	345.614	372.859
Prepaid Rental	420.833	391.667	362.500	333.333	304.167	275.000	245.833	216.667	187.500	158.333	129.167	100.000
<b>Total Receivables</b>	<b>516.953</b>	<b>509.155</b>	<b>504.174</b>	<b>499.214</b>	<b>494.510</b>	<b>490.413</b>	<b>486.590</b>	<b>483.208</b>	<b>480.111</b>	<b>477.308</b>	<b>474.780</b>	<b>472.859</b>
Inventory												
Inventory - Ikan Laut	27.250	48.670	48.934	36.119	40.542	43.901	28.114	26.334	39.064	43.280	58.942	49.279
Inventory - Ikan Air Tawar	16.393	32.679	31.096	23.137	25.184	26.107	23.218	19.673	26.574	28.101	30.147	26.707
Inventory - Cumi	9.769	22.113	24.349	27.943	32.029	34.219	29.306	23.389	33.968	36.158	40.244	30.020
Inventory - Udang	39.085	58.040	65.490	30.724	39.963	46.665	9.730	16.506	39.007	45.709	54.948	35.376
<b>Total Inventory</b>	<b>92.497</b>	<b>161.502</b>	<b>169.868</b>	<b>117.923</b>	<b>137.717</b>	<b>150.892</b>	<b>90.368</b>	<b>85.902</b>	<b>138.613</b>	<b>153.248</b>	<b>184.281</b>	<b>141.382</b>
<b>Total Current Assets</b>	<b>411.236</b>	<b>1.584.935</b>	<b>2.091.440</b>	<b>1.741.798</b>	<b>882.636</b>	<b>1.201.954</b>	<b>633.233</b>	<b>666.910</b>	<b>846.746</b>	<b>746.980</b>	<b>856.755</b>	<b>966.156</b>
Non-Current Asset												
Fixed Assets												
Bangunan & renovasi bangunan	0	0	0	0	0	0	0	0	0	0	0	0
Kendaraan	20.800	270.800	270.800	270.800	270.800	270.800	270.800	270.800	270.800	270.800	270.800	270.800
Laptop, PC, Server & Peripheral	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153
Telepon, router, modem	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390
Software	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700
Mesin	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170
Furniture (kursi, meja)	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115
AC	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788
Peralatan kerja	13.788	19.788	19.788	19.788	19.788	19.788	21.688	27.688	27.688	27.688	27.688	38.688
Peralatan elektronik lainnya	165.619	165.619	165.619	165.619	165.619	165.619	165.619	165.619	165.619	165.619	165.619	165.619
<b>Total perolehan Fixed Assets</b>	<b>977.523</b>	<b>1.233.523</b>	<b>1.233.523</b>	<b>1.233.523</b>	<b>1.233.523</b>	<b>1.235.423</b>	<b>1.241.423</b>	<b>1.241.423</b>	<b>1.241.423</b>	<b>1.241.423</b>	<b>1.241.423</b>	<b>1.252.423</b>
Accum. Depr. Bangunan & renovasi bangunan	0	0	0	0	0	0	0	0	0	0	0	0
Accum. Depr. Kendaraan	-54.377	-58.890	-63.403	-67.917	-72.430	-76.943	-81.457	-85.970	-90.483	-94.997	-99.510	-104.023
Accum. Depr. Laptop, Peripheral	-61.653	-85.037	-108.421	-131.805	-154.391	-176.977	-199.563	-222.149	-244.735	-266.921	-289.107	-311.293
Accum. Depr. Telp, Router, Modem	-2.019	-2.193	-2.366	-2.539	-2.712	-2.885	-3.058	-3.232	-3.405	-3.578	-3.751	-3.924
Accum. Depr. Software	-7.884	-8.479	-9.074	-9.669	-10.264	-10.859	-11.454	-12.049	-12.644	-13.239	-13.834	-14.429
Accum. Depr. Mesin	-67.507	-72.559	-77.610	-82.661	-87.713	-92.764	-97.815	-102.866	-107.918	-112.969	-118.020	-123.071
Accum. Depr. Furniture	-18.331	-19.778	-21.224	-22.670	-24.117	-25.563	-27.010	-28.456	-29.902	-31.349	-32.795	-34.241
Accum. Depr. AC	-3.266	-3.512	-3.759	-4.005	-4.252	-4.498	-4.744	-4.991	-5.237	-5.484	-5.730	-5.977
Accum. Depr. Peralatan Kerja	-7.781	-8.230	-8.679	-9.129	-9.579	-10.029	-10.479	-10.929	-11.379	-11.829	-12.279	-12.729
Accum. Depr. Peralatan Elektronik Lainnya	-21.010	-23.861	-26.711	-29.562	-32.413	-35.264	-38.115	-40.966	-43.817	-46.668	-49.519	-52.370
<b>Total Accum. Depr. Fixed Assets</b>	<b>-243.828</b>	<b>-282.538</b>	<b>-321.248</b>	<b>-360.000</b>	<b>-398.752</b>	<b>-437.504</b>	<b>-476.256</b>	<b>-515.008</b>	<b>-553.760</b>	<b>-592.512</b>	<b>-631.264</b>	<b>-670.016</b>
<b>Total Non-Current Asset</b>	<b>733.694</b>	<b>950.985</b>	<b>911.901</b>	<b>872.816</b>	<b>833.771</b>	<b>794.726</b>	<b>755.681</b>	<b>716.636</b>	<b>677.591</b>	<b>638.546</b>	<b>599.501</b>	<b>560.456</b>
<b>TOTAL ASSETS</b>	<b>1.144.930</b>	<b>2.535.920</b>	<b>3.003.340</b>	<b>2.614.614</b>	<b>1.737.166</b>	<b>2.040.058</b>	<b>1.458.847</b>	<b>1.473.658</b>	<b>1.634.629</b>	<b>1.515.998</b>	<b>1.606.907</b>	<b>1.708.138</b>
<b>LIABILITIES</b>												
Current Liabilities												
Account Payable												
A/P Third Party	75.679	77.175	87.885	87.413	87.885	89.775	90.326	102.547	103.138	103.768	104.319	106.209
A/P Others	1.300.000	3.300.000	3.300.000	3.300.000	3.100.000	3.800.000	3.600.000	3.800.000	4.300.000	4.600.000	5.050.000	5.500.000
<b>Total Account Payable</b>	<b>1.375.679</b>	<b>3,377.175</b>	<b>3,387.885</b>	<b>3,387.413</b>	<b>3,187.885</b>	<b>3,889.775</b>	<b>3,690.326</b>	<b>3,902.547</b>	<b>4,403.138</b>	<b>4,703.768</b>	<b>5,154.319</b>	<b>5,606.209</b>
Accrued liabilities												
BPJS Kes Payable	15.651	15.651	15.651	15.651	15.651	15.651	15.651	15.651	15.651	15.651	15.651	15.651
BPJS TK Payable	19.532	19.532	19.532	19.532	19.532	19.532	19.532	19.532	19.532	19.532	19.532	19.532
BPJS TK JP Payable	1.638	1.638	1.638	1.638	1.638	1.638	1.638	1.638	1.638	1.638	1.638	1.638
Accrued THR	183.877	209.962	236.047	262.132	0	26.085	52.170	78.255	104.340	130.425	156.510	182.595
Accrued Expense	303.295	144.213	70.036	98.414	118.906	100.843	102.221	83.518	136.895	133.273	120.500	111.562
<b>Total Accrued Liabilities</b>	<b>523.993</b>	<b>390.997</b>	<b>342.905</b>	<b>397.367</b>	<b>155.727</b>	<b>163.750</b>	<b>191.212</b>	<b>198.594</b>	<b>278.057</b>	<b>300.519</b>	<b>313.832</b>	<b>330.979</b>
Taxes payable												
PPh 21 Payable	18.392	18.392	18.392	18.392	18.392	18.392	18.392	18.392	18.392	18.392	18.392	18.392
PPh 25 Payable	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Taxes Payable</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>	<b>18.392</b>
<b>Current Liabilities</b>	<b>1.918.064</b>	<b>3,786.563</b>	<b>3,749.181</b>	<b>3,803.171</b>	<b>3,362.004</b>	<b>4,071.917</b>	<b>3,899.930</b>	<b>4,119.533</b>	<b>4,699.586</b>	<b>5,022.679</b>	<b>5,486.542</b>	<b>5,955.579</b>
Non-Current Liabilities												
Long term liabilities												
Long-term Loan	1.690.324	1.623.972	1.557.012	1.489.437	1.421.244	1.352.425	1.282.975	1.212.889	1.142.161	1.070.784	998.752	926.061
<b>Total Non-Current Liabilities</b>	<b>1.690.324</b>	<b>1.623.972</b>	<b>1.557.012</b>	<b>1.489.437</b>	<b>1.421.244</b>	<b>1.352.425</b>	<b>1.282.975</b>	<b>1.212.889</b>	<b>1.142.161</b>	<b>1.070.784</b>	<b>998.752</b>	<b>926.061</b>
<b>TOTAL LIABILITIES</b>	<b>3,608,388</b>	<b>5,410,535</b>	<b>5,306,193</b>	<b>5,292,609</b>	<b>4,783,248</b>	<b>5,424,342</b>	<b>5,182,906</b>	<b>5,332,422</b>	<b>5,841,747</b>	<b>6,093,462</b>	<b>6,485,295</b>	<b>6,881,640</b>
<b>EQUITY</b>												
Capital Stock	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000
Additional Capital	2.000.000	2.000.000	3.000.000	3.000.000	3.000.000	3.000.000	3.000.000	3.200.000	3.200.000	3.200.000	3.200.000	3.200.000
Current Year R/E	-654.836	-411.158	-428.237	-375.142	-368.087	-338.202	-339.775	-334.706	-348.354	-370.346	-300.924	-295.115
RE	-6.308.621	-6,963,457	-7,374,615	-7,802,853	-8,177,995	-8,546,082	-8,884,284	-9,224,058	-9,558,764	-9,907,118	-10,277,464	-10,578,388
Dividend paid	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL EQUITY</b>	<b>-2,463,457</b>	<b>-2,874,615</b>	<b>-2,302,853</b>	<b>-2,677,995</b>	<b>-3,046,082</b>	<b>-3,384,284</b>	<b>-3,724,058</b>	<b>-3,858,764</b>	<b>-4,207,118</b>	<b>-4,577,464</b>	<b>-4,878,388</b>	<b>-5,173,502</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,144,930</b>	<b>2,535,920</b>	<b></b>									



## Balance Sheet FishWorld per bulan di tahun ketiga

	3rd Year Month 25 01/01/2023	3rd Year Month 26 28/02/2023	3rd Year Month 27 31/03/2023	3rd Year Month 28 30/04/2023	3rd Year Month 29 31/05/2023	3rd Year Month 30 30/06/2023	3rd Year Month 31 31/07/2023	3rd Year Month 32 31/08/2023	3rd Year Month 33 30/09/2023	3rd Year Month 34 31/10/2023	3rd Year Month 35 30/11/2023	3rd Year Month 36 31/12/2023
<i>(in thousand rupiah)</i>												
<b>ASSET</b>												
<b>Current Asset</b>												
Cash and bank												
Permata 194890123000	1.071	2.026	3.150	4.234	5.279	6.284	7.250	8.384	9.681	10.633	1.735	2.792
BCA 8799887777 (CASH OUT)	82.611	125.897	98.490	185.385	107.906	129.022	138.644	141.979	191.716	178.148	168.499	202.793
BCA 8799889999 (CASH IN)	686.645	1.109.554	1.787.550	2.176.596	2.428.090	1.682.524	2.221.296	1.669.238	1.639.996	153.720	296.083	834.955
<b>Total Cash and Bank</b>	<b>770.328</b>	<b>1.237.477</b>	<b>1.889.190</b>	<b>2.366.215</b>	<b>2.541.275</b>	<b>1.817.830</b>	<b>2.367.189</b>	<b>1.819.600</b>	<b>1.841.393</b>	<b>342.500</b>	<b>466.318</b>	<b>1.040.540</b>
Receivables												
A/R Third Party	428.465	483.866	539.820	595.702	652.204	708.945	766.190	824.270	882.792	941.921	1.001.502	1.061.876
Prepaid Rental	761.333	729.667	698.000	666.333	634.667	603.000	571.333	539.667	508.000	476.333	444.667	413.000
<b>Total Receivables</b>	<b>1.189.798</b>	<b>1.213.532</b>	<b>1.237.820</b>	<b>1.262.035</b>	<b>1.286.871</b>	<b>1.311.945</b>	<b>1.337.524</b>	<b>1.363.937</b>	<b>1.390.792</b>	<b>1.418.254</b>	<b>1.446.169</b>	<b>1.474.876</b>
Inventory												
Inventory - Ikan Laut	71.040	60.876	65.139	75.034	83.224	94.588	113.941	132.388	145.597	158.309	175.000	188.155
Inventory - Ikan Air Tawar	24.763	27.469	27.377	31.198	31.448	33.621	36.243	34.981	36.922	37.349	35.060	35.785
Inventory - Cumi	28.561	31.573	30.114	32.448	32.390	33.557	34.724	33.265	34.141	33.995	33.999	34.583
Inventory - Udang	34.261	40.143	39.283	43.248	44.456	47.432	52.105	53.887	57.299	59.568	62.082	66.136
<b>Total Inventory</b>	<b>158.625</b>	<b>160.061</b>	<b>161.914</b>	<b>181.929</b>	<b>191.518</b>	<b>209.198</b>	<b>237.013</b>	<b>254.521</b>	<b>273.959</b>	<b>289.221</b>	<b>306.141</b>	<b>324.659</b>
<b>Total Current Assets</b>	<b>2.118.751</b>	<b>2.611.070</b>	<b>3.288.924</b>	<b>3.810.179</b>	<b>4.019.663</b>	<b>3.338.973</b>	<b>3.941.726</b>	<b>3.438.058</b>	<b>3.506.144</b>	<b>2.049.976</b>	<b>2.218.627</b>	<b>2.840.075</b>
<b>Non-Current Asset</b>												
<b>Fixed Assets</b>												
Bangunan & renovasi bangunan	0	0	0	0	0	0	0	0	0	0	0	0
Kendaraan	289.800	289.800	289.800	289.800	289.800	289.800	289.800	289.800	289.800	289.800	289.800	289.800
Laptop, PC, Server & Peripheral	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153	259.153
Telepon, router, modem	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390	10.390
Software	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700	35.700
Mesin	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170	371.170
Furniture (kursi, meja)	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115	86.115
AC	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788	14.788
Peralatan kerja	40.333	52.333	52.333	52.333	52.333	52.333	52.333	52.333	52.333	52.333	52.333	52.333
Peralatan elektronik lainnya	187.169	187.169	187.169	187.169	187.169	187.169	187.169	187.169	187.169	187.169	187.169	187.169
<b>Total perolehan Fixed Assets</b>	<b>1.294.618</b>	<b>1.306.618</b>	<b>1.306.618</b>	<b>1.306.618</b>	<b>1.306.618</b>	<b>1.306.618</b>	<b>1.306.618</b>	<b>1.306.618</b>	<b>1.306.618</b>	<b>1.306.618</b>	<b>1.306.618</b>	<b>1.306.618</b>
<b>Accum. Depre. Fixed Assets</b>	<b>-530.246</b>	<b>-549.621</b>	<b>-569.747</b>	<b>-589.872</b>	<b>-609.998</b>	<b>-630.123</b>	<b>-649.748</b>	<b>-669.374</b>	<b>-688.999</b>	<b>-708.625</b>	<b>-728.250</b>	<b>-747.876</b>
<b>Total Non-Current Asset</b>	<b>764.372</b>	<b>756.996</b>	<b>736.871</b>	<b>716.745</b>	<b>696.620</b>	<b>676.494</b>	<b>656.869</b>	<b>637.244</b>	<b>617.618</b>	<b>597.993</b>	<b>578.367</b>	<b>558.742</b>
<b>TOTAL ASSETS</b>	<b>2.883.123</b>	<b>3.368.067</b>	<b>4.025.794</b>	<b>4.526.924</b>	<b>4.716.283</b>	<b>4.015.468</b>	<b>4.598.595</b>	<b>4.075.302</b>	<b>4.123.762</b>	<b>2.647.969</b>	<b>2.796.994</b>	<b>3.398.816</b>
<b>LIABILITIES</b>												
<b>Current Liabilities</b>												
Account Payable												
A/P Third Party	178.300	166.550	168.216	167.695	169.664	170.188	171.608	173.773	174.410	175.993	176.974	178.760
A/P Others	5.910.000	5.910.000	6.110.000	6.050.000	6.050.000	4.800.000	4.800.000	3.700.000	3.150.000	1.150.000	700.000	700.000
<b>Total Account Payable</b>	<b>6.088.300</b>	<b>6.076.550</b>	<b>6.278.216</b>	<b>6.217.695</b>	<b>6.219.664</b>	<b>4.970.188</b>	<b>4.971.608</b>	<b>3.873.773</b>	<b>3.324.410</b>	<b>1.325.993</b>	<b>876.974</b>	<b>878.760</b>
Accrued liabilities												
BPJS Kes Payable	19.639	19.639	19.639	19.639	19.639	19.639	19.639	19.639	19.639	19.639	19.639	19.639
BPJS TK Payable	24.509	24.509	24.509	24.509	24.509	24.509	24.509	24.509	24.509	24.509	24.509	24.509
BPJS TK JP Payable	1.687	1.687	1.687	1.687	1.687	1.687	1.687	1.687	1.687	1.687	1.687	1.687
Accrued THR	215.326	248.057	280.788	313.519	0	32.731	65.462	98.193	130.924	163.655	196.386	229.117
Accrued Expense	115.057	172.243	56.948	122.555	86.757	81.023	126.527	139.901	173.194	154.612	145.880	145.880
<b>Total Accrued Liabilities</b>	<b>376.218</b>	<b>466.135</b>	<b>383.571</b>	<b>481.909</b>	<b>132.591</b>	<b>159.588</b>	<b>237.824</b>	<b>283.929</b>	<b>353.436</b>	<b>382.684</b>	<b>396.833</b>	<b>420.832</b>
Taxes payable												
PPh 21 Payable	22.484	22.484	22.484	22.484	22.484	22.484	22.484	22.484	22.484	22.484	22.484	22.484
PPh 25 Payable	155.757	138.056	163.317	152.461	166.331	166.236	162.324	169.307	168.794	161.109	179.507	181.940
<b>Total Taxes Payable</b>	<b>178.240</b>	<b>160.540</b>	<b>185.801</b>	<b>174.945</b>	<b>188.815</b>	<b>188.719</b>	<b>184.808</b>	<b>191.791</b>	<b>191.278</b>	<b>183.592</b>	<b>201.991</b>	<b>204.424</b>
<b>Current Liabilities</b>	<b>6.642.758</b>	<b>6.703.225</b>	<b>6.847.587</b>	<b>6.874.549</b>	<b>6.541.070</b>	<b>5.318.495</b>	<b>5.394.239</b>	<b>4.349.493</b>	<b>3.869.124</b>	<b>1.892.269</b>	<b>1.475.797</b>	<b>1.504.016</b>
<b>Non-Current Liabilities</b>												
Long term liabilities												
Long-term Loan	852.703	778.673	703.964	628.570	552.485	475.703	398.216	320.020	241.107	161.470	81.103	0
<b>Total Non-Current Liabilities</b>	<b>852.703</b>	<b>778.673</b>	<b>703.964</b>	<b>628.570</b>	<b>552.485</b>	<b>475.703</b>	<b>398.216</b>	<b>320.020</b>	<b>241.107</b>	<b>161.470</b>	<b>81.103</b>	<b>0</b>
<b>TOTAL LIABILITIES</b>	<b>7.495.461</b>	<b>7.481.898</b>	<b>7.551.551</b>	<b>7.503.119</b>	<b>7.093.555</b>	<b>5.794.198</b>	<b>5.792.456</b>	<b>4.669.513</b>	<b>4.110.231</b>	<b>2.053.739</b>	<b>1.556.901</b>	<b>1.504.016</b>
<b>EQUITY</b>												
Capital Stock	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000	2.500.000
Additional Capital	3.200.000	3.200.000	3.200.000	3.200.000	3.200.000	3.200.000	3.200.000	3.200.000	3.200.000	3.200.000	3.200.000	3.200.000
Current Year R/E	561.164	498.507	588.074	549.562	598.923	598.541	584.870	599.650	607.742	580.698	645.864	654.707
R/E	-10.873.502	-10.312.338	-9.813.831	-9.225.756	-8.676.194	-8.077.271	-7.478.730	-6.893.860	-6.294.211	-5.686.469	-5.105.770	-4.459.906
Dividend paid	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL EQUITY</b>	<b>-4.612.338</b>	<b>-4.113.831</b>	<b>-3.525.756</b>	<b>-2.976.194</b>	<b>-2.377.271</b>	<b>-1.778.730</b>	<b>-1.193.860</b>	<b>-594.211</b>	<b>13.531</b>	<b>594.230</b>	<b>1.240.094</b>	<b>1.894.800</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>2.883.123</b>	<b>3.368.067</b>	<b>4.025.794</b>	<b>4.526.924</b>	<b>4.716.283</b>	<b>4.015.468</b>	<b>4.598.595</b>	<b>4.075.302</b>	<b>4.123.762</b>	<b>2.647.969</b>	<b>2.796.994</b>	<b>3.398.816</b>





**h. CashFlow FishWorld per bulan di tahun pertama**

(in thousand rupiah)

Cashflow	Year 0 Month 0	1st Year Month 1	1st Year Month 2	1st Year Month 3	1st Year Month 4	1st Year Month 5	1st Year Month 6	1st Year Month 7	1st Year Month 8	1st Year Month 9	1st Year Month 10	1st Year Month 11	1st Year Month 12
<b>Operating Cash Flows</b>	<b>-1.239.346</b>	<b>-456.270</b>	<b>-368.009</b>	<b>-323.863</b>	<b>-324.428</b>	<b>-329.611</b>	<b>-507.240</b>	<b>-357.726</b>	<b>-513.158</b>	<b>-445.278</b>	<b>-419.656</b>	<b>-559.866</b>	<b>-309.541</b>
Income from Operational	0	0	0	0	0	0	0	379.828	383.709	474.416	529.881	529.881	611.863
Order Delivery	0	0	0	0	0	0	0	-3.336	-45.773	-55.742	-65.914	-65.914	-65.914
Fisheries Purchase	0	0	0	0	0	0	-155.616	-332.095	-348.444	-499.361	-449.945	-627.779	-473.847
Office Rental	-600.000	-200.000	0	0	0	0	0	0	0	0	0	0	0
People Development (Training)	0	0	0	0	0	-4.000	-5.000	-21.000	0	0	0	0	0
People Refreshment (Outing, Event, etc)	0	0	0	0	0	0	0	0	-12.000	0	-30.000	0	-11.000
License, Permit	-40.000	0	0	0	0	0	0	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100
System Maintenance	0	0	0	0	0	0	0	-27.000	-930	0	0	0	-2.425
Equipment Maintenance	0	0	0	0	0	0	0	-2.500	0	0	0	0	0
Building Maintenance	0	0	0	0	0	0	0	0	0	-1.000	0	0	-1.000
Property & machine Insurance	0	0	-60.554	0	0	0	0	0	0	0	0	0	0
Stationary	0	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Cleaning Service	0	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Compensation & Benefit	-600.000	-238.773	-286.628	-295.868	-295.868	-295.868	-298.658	-295.868	-408.664	-295.868	-295.868	-295.981	-298.808
Utilities	-450	-13.264	-13.514	-20.246	-20.246	-20.246	-20.496	-27.129	-40.393	-40.393	-40.493	-40.493	-40.493
Internet	0	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000
Commission expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Promotion, branding expense	0	0	-2.500	-2.500	-2.500	-2.500	-20.600	-20.600	-32.600	-20.600	-60.600	-32.600	-20.600
Up-country expense	0	0	0	0	0	0	0	0	0	0	0	-20.000	0
Bank administration, bank interest	1.104	2.768	2.188	1.752	1.187	4	131	74	38	1.371	1.383	1.120	783
Tax expense	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Investing Cash Flows</b>	<b>0</b>	<b>-391.801</b>	<b>-62.808</b>	<b>-26.500</b>	<b>-22.920</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-142.401</b>	<b>-254.500</b>	<b>0</b>	<b>0</b>	<b>0</b>
Purchase of fixed assets - capex	0	-391.801	-62.808	-26.500	-22.920	0	0	0	-142.401	-254.500	0	0	0
Dividend payment	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Financing Cash Flows</b>	<b>2.500.000</b>	<b>2.418.153</b>	<b>-81.847</b>	<b>-81.847</b>	<b>-81.847</b>	<b>118.153</b>	<b>-81.847</b>	<b>-81.847</b>	<b>1.918.153</b>	<b>-81.847</b>	<b>-81.847</b>	<b>618.153</b>	<b>118.153</b>
Capital	2.500.000	0	0	0	0	0	0	0	2.000.000	0	0	0	0
Short-term Loan	0	0	0	0	0	200.000	0	0	0	0	0	700.000	200.000
Long-term Loan Receiving	0	2.500.000	0	0	0	0	0	0	0	0	0	0	0
Loan Principal Payment	0	-58.930	-59.470	-60.015	-60.566	-61.121	-61.681	-62.246	-62.817	-63.393	-63.974	-64.560	-65.152
Loan Interest Payment	0	-22.917	-22.376	-21.831	-21.281	-20.726	-20.166	-19.600	-19.030	-18.454	-17.873	-17.286	-16.695
<b>Changes in Cash &amp; Equivalents</b>	<b>1.260.654</b>	<b>1.570.083</b>	<b>-512.664</b>	<b>-432.210</b>	<b>-429.194</b>	<b>-211.458</b>	<b>-589.086</b>	<b>-439.573</b>	<b>1.262.594</b>	<b>-781.625</b>	<b>-501.503</b>	<b>58.287</b>	<b>-191.388</b>
Beginning Cash and Equivalents	0	1.260.654	2.830.737	2.318.072	1.885.862	1.456.668	1.245.210	656.124	216.551	1.479.145	697.521	196.018	254.305
Ending Cash and Equivalents	1.260.654	2.830.737	2.318.072	1.885.862	1.456.668	1.245.210	656.124	216.551	1.479.145	697.521	196.018	254.305	62.917

**CashFlow FishWorld per bulan di tahun kedua**

(in thousand rupiah)

<b>Cashflow</b>	<b>2nd Year Month 13</b>	<b>2nd Year Month 14</b>	<b>2nd Year Month 15</b>	<b>2nd Year Month 16</b>	<b>2nd Year Month 17</b>	<b>2nd Year Month 18</b>	<b>2nd Year Month 19</b>	<b>2nd Year Month 20</b>	<b>2nd Year Month 21</b>	<b>2nd Year Month 22</b>	<b>2nd Year Month 23</b>	<b>2nd Year Month 24</b>
<b>Operating Cash Flows</b>	<b>-302.692</b>	<b>-549.660</b>	<b>-415.035</b>	<b>-210.890</b>	<b>-592.405</b>	<b>-306.012</b>	<b>-216.527</b>	<b>-276.630</b>	<b>-287.931</b>	<b>-329.750</b>	<b>-286.885</b>	<b>-202.931</b>
Income from Operational	860.931	946.288	1.027.375	1.091.691	1.094.254	1.117.812	1.142.308	1.157.659	1.179.647	1.188.676	1.207.322	1.230.729
Order Delivery	-67.086	-81.853	-84.206	-94.878	-94.443	-95.067	-97.001	-86.650	-98.918	-99.559	-100.233	-100.935
Fisheries Purchase	-693.449	-776.496	-811.390	-751.490	-831.396	-844.570	-779.683	-850.045	-916.356	-887.737	-912.947	-858.808
Office Rental	0	0	0	0	0	0	0	0	0	0	0	0
People Development (Training)	0	0	-27.000	0	-4.000	-5.000	0	-35.000	0	0	0	0
People Refreshment (Outing, Event, etc)	0	0	0	0	0	0	0	0	0	-42.000	0	-11.000
License, Permit	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100
System Maintenance	0	0	0	0	0	0	-27.000	-930	0	0	0	-4.851
Equipment Maintenance	-2.500	0	0	0	0	0	-2.500	0	0	0	0	0
Building Maintenance	0	-3.000	0	0	0	-3.000	-3.000	0	0	0	0	-3.000
Property & machine Insurance	0	0	-60.554	0	0	0	0	0	0	0	0	0
Stationary	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Cleaning Service	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Compensation & Benefit	-332.969	-341.739	-341.626	-341.626	-629.993	-345.066	-341.626	-341.776	-341.626	-341.626	-341.776	-345.091
Utilities	-40.493	-133.343	-67.022	-67.022	-67.022	-80.386	-80.386	-80.386	-80.386	-80.386	-80.386	-80.386
Internet	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000
Commission expense	0	0	0	0	0	0	0	0	0	0	0	0
Promotion, branding expense	-20.600	-132.600	-43.600	-40.600	-32.600	-43.600	-20.600	-32.600	-23.600	-40.600	-52.600	-23.600
Up-country expense	0	-20.000	0	0	-20.000	0	0	0	0	-20.000	0	0
Bank administration, bank interest	1.573	1.182	1.088	1.135	894	965	1.062	1.198	1.408	1.582	1.836	2.112
Tax expense	0	0	0	0	0	0	0	0	0	0	0	0
<b>Investing Cash Flows</b>	<b>-76.593</b>	<b>-256.000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-1.900</b>	<b>-6.000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-11.000</b>
Purchase of fixed assets - capex	-76.593	-256.000	0	0	0	-1.900	-6.000	0	0	0	0	-11.000
Dividend payment	0	0	0	0	0	0	0	0	0	0	0	0
<b>Financing Cash Flows</b>	<b>118.153</b>	<b>1.918.153</b>	<b>918.153</b>	<b>-81.847</b>	<b>-281.847</b>	<b>618.153</b>	<b>-281.847</b>	<b>318.153</b>	<b>418.153</b>	<b>218.153</b>	<b>368.153</b>	<b>368.153</b>
Capital	0	0	1.000.000	0	0	0	0	200.000	0	0	0	0
Short-term Loan	200.000	2.000.000	0	0	-200.000	700.000	-200.000	200.000	500.000	300.000	450.000	450.000
Long-term Loan Receiving	0	0	0	0	0	0	0	0	0	0	0	0
Loan Principal Payment	-65.749	-66.352	-66.960	-67.574	-68.194	-68.819	-69.450	-70.086	-70.729	-71.377	-72.031	-72.692
Loan Interest Payment	-16.097	-15.495	-14.886	-14.273	-13.653	-13.028	-12.397	-11.761	-11.118	-10.470	-9.816	-9.155
<b>Changes in Cash &amp; Equivalents</b>	<b>-261.131</b>	<b>1.112.493</b>	<b>503.118</b>	<b>-292.737</b>	<b>-874.252</b>	<b>310.241</b>	<b>-504.374</b>	<b>41.523</b>	<b>130.222</b>	<b>-111.597</b>	<b>81.268</b>	<b>154.222</b>
<b>Beginning Cash and Equivalents</b>	<b>62.917</b>	<b>-198.214</b>	<b>914.279</b>	<b>1.417.397</b>	<b>1.124.660</b>	<b>250.409</b>	<b>560.650</b>	<b>56.276</b>	<b>97.799</b>	<b>228.021</b>	<b>116.425</b>	<b>197.693</b>
<b>Ending Cash and Equivalents</b>	<b>-198.214</b>	<b>914.279</b>	<b>1.417.397</b>	<b>1.124.660</b>	<b>250.409</b>	<b>560.650</b>	<b>56.276</b>	<b>97.799</b>	<b>228.021</b>	<b>116.425</b>	<b>197.693</b>	<b>351.916</b>

**CashFlow FishWorld per bulan di tahun ketiga***(in thousand rupiah)*

<b>Cashflow</b>	<b>3rd Year Month 25</b>	<b>3rd Year Month 26</b>	<b>3rd Year Month 27</b>	<b>3rd Year Month 28</b>	<b>3rd Year Month 29</b>	<b>3rd Year Month 30</b>	<b>3rd Year Month 31</b>	<b>3rd Year Month 32</b>	<b>3rd Year Month 33</b>	<b>3rd Year Month 34</b>	<b>3rd Year Month 35</b>	<b>3rd Year Month 36</b>
<b>Operating Cash Flows</b>	<b>132.454</b>	<b>560.996</b>	<b>533.559</b>	<b>618.872</b>	<b>256.906</b>	<b>608.402</b>	<b>631.206</b>	<b>634.258</b>	<b>653.640</b>	<b>582.954</b>	<b>655.664</b>	<b>656.069</b>
Income from Operational	3.204.644	3.186.225	3.222.310	3.218.652	3.250.131	3.267.992	3.291.243	3.344.988	3.378.399	3.408.060	3.440.981	3.482.303
Order Delivery	-108.593	-191.625	-180.008	-181.632	-181.268	-183.279	-183.917	-185.510	-187.726	-188.490	-190.151	-191.274
Fisheries Purchase	-1.678.961	-1.664.303	-1.681.211	-1.699.357	-1.708.947	-1.726.627	-1.754.442	-1.774.919	-1.797.228	-1.815.420	-1.835.259	-1.868.279
Office Rental	-693.000	0	0	0	0	0	0	0	0	0	0	0
People Development (Training)	0	0	-35.000	0	0	-9.000	0	0	0	-35.000	0	0
People Refreshment (Outing, Event, etc)	0	0	0	0	0	-12.000	0	0	0	-30.000	0	-11.000
License, Permit	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100
System Maintenance	0	-27.000	0	0	0	0	0	-930	0	0	0	-4.851
Equipment Maintenance	-2.500	0	0	0	0	0	-2.500	0	0	0	0	0
Building Maintenance	-4.000	0	0	0	0	-4.000	0	-5.000	0	0	0	-5.000
Property & machine Insurance	-60.554	0	0	0	0	0	0	0	0	0	0	0
Stationary	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Cleaning Service	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Compensation & Benefit	-416.560	-430.940	-431.665	-430.665	-777.253	-438.090	-430.665	-432.003	-433.665	-431.665	-430.003	-434.090
Utilities	-80.386	-93.650	-93.650	-93.650	-93.650	-93.650	-93.650	-93.650	-113.547	-113.547	-113.547	-113.547
Internet	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000
Commission expense	0	-2.185	-2.045	-2.150	-2.158	-2.097	-2.188	-2.092	-2.238	-2.414	-2.331	-2.486
Promotion, branding expense	-20.600	-32.600	-120.600	-23.600	-52.600	-20.600	-23.600	-32.600	-20.600	-40.600	-35.600	-20.600
Up-country expense	0	-20.000	0	0	-20.000	0	0	-20.000	0	0	-20.000	0
Bank administration, bank interest	1.064	931	1.586	2.693	3.212	4.184	5.261	6.398	7.651	8.924	10.782	12.500
Tax expense	0	-155.757	-138.056	-163.317	-152.461	-166.331	-166.236	-162.324	-169.307	-168.794	-161.109	-179.507
<b>Investing Cash Flows</b>	<b>-42.195</b>	<b>-12.000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Purchase of fixed assets - capex	-42.195	-12.000	0	0	0	0	0	0	0	0	0	0
Dividend payment	0	0	0	0	0	0	0	0	0	0	0	0
<b>Financing Cash Flows</b>	<b>328.153</b>	<b>-81.847</b>	<b>118.153</b>	<b>-141.847</b>	<b>-81.847</b>	<b>-1.331.847</b>	<b>-81.847</b>	<b>-1.181.847</b>	<b>-631.847</b>	<b>-2.081.847</b>	<b>-531.847</b>	<b>-81.847</b>
Capital	0	0	0	0	0	0	0	0	0	0	0	0
Short-term Loan	410.000	0	200.000	-60.000	0	-1.250.000	0	-1.100.000	-550.000	-2.000.000	-450.000	0
Long-term Loan Receiving	0	0	0	0	0	0	0	0	0	0	0	0
Loan Principal Payment	-73.358	-74.030	-74.709	-75.394	-76.085	-76.782	-77.486	-78.196	-78.913	-79.637	-80.367	-81.103
Loan Interest Payment	-8.489	-7.816	-7.138	-6.453	-5.762	-5.064	-4.361	-3.650	-2.934	-2.210	-1.480	-743
<b>Changes in Cash &amp; Equivalents</b>	<b>418.412</b>	<b>467.150</b>	<b>651.713</b>	<b>477.026</b>	<b>175.059</b>	<b>-723.445</b>	<b>549.359</b>	<b>-547.589</b>	<b>21.793</b>	<b>-1.498.893</b>	<b>123.817</b>	<b>574.222</b>
<b>Beginning Cash and Equivalents</b>	<b>351.916</b>	<b>770.328</b>	<b>1.237.477</b>	<b>1.889.190</b>	<b>2.366.215</b>	<b>2.541.275</b>	<b>1.817.830</b>	<b>2.367.189</b>	<b>1.819.600</b>	<b>1.841.393</b>	<b>342.500</b>	<b>466.318</b>
<b>Ending Cash and Equivalents</b>	<b>770.328</b>	<b>1.237.477</b>	<b>1.889.190</b>	<b>2.366.215</b>	<b>2.541.275</b>	<b>1.817.830</b>	<b>2.367.189</b>	<b>1.819.600</b>	<b>1.841.393</b>	<b>342.500</b>	<b>466.318</b>	<b>1.040.540</b>

**CashFlow FishWorld per bulan di tahun keempat***(in thousand rupiah)*

<b>Cashflow</b>	<b>4th Year Month 37</b>	<b>4th Year Month 38</b>	<b>4th Year Month 39</b>	<b>4th Year Month 40</b>	<b>4th Year Month 41</b>	<b>4th Year Month 42</b>	<b>4th Year Month 43</b>	<b>4th Year Month 44</b>	<b>4th Year Month 45</b>	<b>4th Year Month 46</b>	<b>4th Year Month 47</b>	<b>4th Year Month 48</b>
<b>Operating Cash Flows</b>	<b>1.144.720</b>	<b>1.038.757</b>	<b>1.191.434</b>	<b>1.148.499</b>	<b>705.874</b>	<b>1.224.068</b>	<b>1.284.833</b>	<b>1.452.900</b>	<b>1.556.743</b>	<b>1.545.038</b>	<b>1.639.043</b>	<b>1.787.839</b>
Income from Operational	4.212.646	4.253.220	4.468.393	4.470.368	4.640.582	4.714.176	4.878.994	5.135.906	5.643.199	5.948.189	6.092.832	6.419.169
Order Delivery	-193.421	-198.069	-200.642	-209.812	-209.254	-215.617	-217.605	-223.615	-235.639	-257.966	-270.245	-276.014
Fisheries Purchase	-1.984.318	-2.005.904	-2.104.722	-2.121.735	-2.225.147	-2.226.489	-2.346.955	-2.403.116	-2.779.697	-2.997.608	-2.979.846	-3.119.791
Office Rental	0	0	0	0	0	0	0	0	0	0	0	0
People Development (Training)	0	0	0	0	-35.000	-9.000	0	0	0	0	-35.000	0
People Refreshment (Outing, Event, etc)	0	0	0	0	0	-12.000	0	0	0	-30.000	0	-11.000
License, Permit	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100
System Maintenance	0	-27.000	0	0	0	0	0	-930	0	0	0	-34.277
Equipment Maintenance	-2.500	0	0	0	0	0	-2.500	0	0	0	0	0
Building Maintenance	0	0	0	0	0	0	0	-5.000	0	0	0	-21.000
Property & machine Insurance	-60.554	0	0	0	0	0	0	0	0	0	0	0
Stationary	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Cleaning Service	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Compensation & Benefit	-514.675	-535.718	-536.330	-535.330	-968.957	-543.460	-535.330	-536.755	-538.330	-536.330	-534.805	-539.560
Utilities	-113.547	-113.547	-113.547	-113.547	-113.547	-133.443	-133.443	-133.443	-133.443	-133.443	-133.443	-133.443
Internet	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000
Commission expense	-2.430	-9.252	-9.314	-9.830	-10.052	-10.179	-10.618	-10.990	-11.799	-12.212	-13.279	-14.009
Promotion, branding expense	-20.600	-32.600	-23.600	-20.600	-52.600	-20.600	-23.600	-32.600	-20.600	-40.600	-35.600	-20.600
Up-country expense	0	-20.000	0	0	-20.000	0	0	0	0	0	-20.000	0
Bank administration, bank interest	14.160	15.747	10.869	11.873	12.466	12.701	13.177	13.358	13.291	13.062	8.288	7.579
Tax expense	-181.940	-280.019	-291.573	-314.788	-304.517	-323.920	-329.187	-341.814	-372.138	-399.953	-431.759	-461.114
<b>Investing Cash Flows</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-100.000</b>	<b>0</b>	<b>0</b>	<b>-8.000.000</b>	<b>0</b>	<b>0</b>	<b>0</b>
Purchase of fixed assets - capex	0	0	0	0	0	-100.000	0	0	-8.000.000	0	0	0
Dividend payment	0	0	0	0	0	0	0	0	0	0	0	0
<b>Financing Cash Flows</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-700.000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Capital	0	0	0	0	0	0	0	0	0	0	0	0
Short-term Loan	0	0	0	-700.000	0	0	0	0	0	0	0	0
Long-term Loan Receiving	0	0	0	0	0	0	0	0	0	0	0	0
Loan Principal Payment	0	0	0	0	0	0	0	0	0	0	0	0
Loan Interest Payment	0	0	0	0	0	0	0	0	0	0	0	0
<b>Changes in Cash &amp; Equivalents</b>	<b>1.144.720</b>	<b>1.038.757</b>	<b>1.191.434</b>	<b>448.499</b>	<b>705.874</b>	<b>1.124.068</b>	<b>1.284.833</b>	<b>1.452.900</b>	<b>-6.443.257</b>	<b>1.545.038</b>	<b>1.639.043</b>	<b>1.787.839</b>
<b>Beginning Cash and Equivalents</b>	<b>1.040.540</b>	<b>2.185.260</b>	<b>3.224.017</b>	<b>4.415.451</b>	<b>4.863.951</b>	<b>5.569.825</b>	<b>6.693.893</b>	<b>7.978.726</b>	<b>9.431.626</b>	<b>2.988.369</b>	<b>4.533.407</b>	<b>6.172.451</b>
<b>Ending Cash and Equivalents</b>	<b>2.185.260</b>	<b>3.224.017</b>	<b>4.415.451</b>	<b>4.863.951</b>	<b>5.569.825</b>	<b>6.693.893</b>	<b>7.978.726</b>	<b>9.431.626</b>	<b>2.988.369</b>	<b>4.533.407</b>	<b>6.172.451</b>	<b>7.960.290</b>

**CashFlow FishWorld per bulan di tahun kelima***(in thousand rupiah)*

<b>Cashflow</b>	<b>5th Year Month 49</b>	<b>5th Year Month 50</b>	<b>5th Year Month 51</b>	<b>5th Year Month 52</b>	<b>5th Year Month 53</b>	<b>5th Year Month 54</b>	<b>5th Year Month 55</b>	<b>5th Year Month 56</b>	<b>5th Year Month 57</b>	<b>5th Year Month 58</b>	<b>5th Year Month 59</b>	<b>5th Year Month 60</b>
<b>Operating Cash Flows</b>	<b>3.412.436</b>	<b>2.491.088</b>	<b>4.605.251</b>	<b>4.067.724</b>	<b>3.442.975</b>	<b>3.842.466</b>	<b>3.982.411</b>	<b>4.042.291</b>	<b>4.071.435</b>	<b>4.083.661</b>	<b>3.962.548</b>	<b>4.041.816</b>
Income from Operational	8.593.075	8.496.015	11.202.975	11.203.815	11.011.767	10.867.569	10.923.116	11.055.866	11.183.879	11.252.078	11.090.830	11.147.809
Order Delivery	-291.312	-323.318	-329.532	-419.003	-417.673	-412.543	-408.095	-412.176	-416.298	-420.339	-422.334	-417.812
Fisheries Purchase	-3.508.741	-3.992.160	-4.629.020	-4.712.926	-4.569.487	-4.570.327	-4.576.149	-4.632.671	-4.715.098	-4.715.832	-4.680.188	-4.680.188
Office Rental	0	0	0	0	0	0	0	0	0	0	0	0
People Development (Training)	0	0	0	-4.000	0	-40.000	0	0	0	0	0	0
People Refreshment (Outing, Event, etc)	0	0	0	0	0	-12.000	0	0	0	-30.000	0	-11.000
License, Permit	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100	-1.100
System Maintenance	0	0	0	0	0	0	0	-930	0	0	0	-7.277
Equipment Maintenance	-2.500	0	0	0	0	-2.500	0	0	0	0	-2.500	0
Building Maintenance	0	0	0	0	0	-4.000	0	0	0	0	0	0
Property & machine Insurance	-60.554	0	0	0	0	0	0	0	0	0	0	0
Stationary	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Cleaning Service	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000	-1.000
Compensation & Benefit	-653.109	-691.807	-692.245	-691.245	-1.243.111	-701.100	-691.245	-692.957	-694.245	-692.245	-690.957	-697.175
Utilities	-133.543	-133.543	-133.543	-146.808	-146.808	-146.808	-146.808	-146.808	-146.808	-146.808	-146.808	-146.808
Internet	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000	-5.000
Commission expense	-15.143	-44.588	-43.081	-59.168	-59.619	-57.949	-57.235	-56.745	-57.783	-58.710	-58.989	-57.934
Promotion, branding expense	-20.600	-32.600	-20.600	-20.600	-35.600	-20.600	-20.600	-20.600	-23.600	-20.600	-32.600	-23.600
Up-country expense	0	-20.000	0	0	-20.000	0	0	0	0	0	-20.000	0
Bank administration, bank interest	9.038	10.457	11.830	12.835	12.791	12.765	12.175	11.278	10.333	2.442	3.619	7.068
Tax expense	-496.074	-769.268	-753.433	-1.087.077	-1.081.185	-1.061.941	-1.044.648	-1.041.867	-1.060.846	-1.078.226	-1.069.425	-1.063.166
<b>Investing Cash Flows</b>	<b>-1.900</b>	<b>-2.347.016</b>	<b>-12.000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-5.295.604</b>
Purchase of fixed assets - capex	-1.900	0	-12.000	0	0	0	0	0	0	0	0	0
Dividend payment	0	-2.347.016	0	0	0	0	0	0	0	0	0	-5.295.604
<b>Financing Cash Flows</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Capital	0	0	0	0	0	0	0	0	0	0	0	0
Short-term Loan	0	0	0	0	0	0	0	0	0	0	0	0
Long-term Loan Receiving	0	0	0	0	0	0	0	0	0	0	0	0
Loan Principal Payment	0	0	0	0	0	0	0	0	0	0	0	0
Loan Interest Payment	0	0	0	0	0	0	0	0	0	0	0	0
<b>Changes in Cash &amp; Equivalents</b>	<b>3.410.536</b>	<b>144.071</b>	<b>4.593.251</b>	<b>4.067.724</b>	<b>3.442.975</b>	<b>3.842.466</b>	<b>3.982.411</b>	<b>4.042.291</b>	<b>4.071.435</b>	<b>4.083.661</b>	<b>3.962.548</b>	<b>-1.253.787</b>
<b>Beginning Cash and Equivalents</b>	<b>7.960.290</b>	<b>11.370.826</b>	<b>11.514.897</b>	<b>16.108.148</b>	<b>20.175.872</b>	<b>23.618.847</b>	<b>27.461.313</b>	<b>31.443.725</b>	<b>35.486.015</b>	<b>39.557.450</b>	<b>43.641.111</b>	<b>47.603.659</b>
<b>Ending Cash and Equivalents</b>	<b>11.370.826</b>	<b>11.514.897</b>	<b>16.108.148</b>	<b>20.175.872</b>	<b>23.618.847</b>	<b>27.461.313</b>	<b>31.443.725</b>	<b>35.486.015</b>	<b>39.557.450</b>	<b>43.641.111</b>	<b>47.603.659</b>	<b>46.349.872</b>



**i. Financial Statment FishWorld per bulan di tahun pertama**

(in thousand rupiah)

	Year 0 Month 0	1st Year Month 1	1st Year Month 2	1st Year Month 3	1st Year Month 4	1st Year Month 5	1st Year Month 6	1st Year Month 7	1st Year Month 8	1st Year Month 9	1st Year Month 10	1st Year Month 11	1st Year Month 12
<b>INCOME STATEMENT</b>													
Revenue	0	0	0	0	0	0	0	389.267	394.784	487.705	543.280	543.280	626.511
COGS	0	0	0	0	0	0	0	391.020	468.746	561.463	565.275	565.275	608.584
<b>Gross Profit</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-1.754</b>	<b>-73.963</b>	<b>-73.758</b>	<b>-21.994</b>	<b>-21.994</b>	<b>17.927</b>
<b>Gross Profit %</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>-19%</b>	<b>-15%</b>	<b>-4%</b>	<b>-4%</b>	<b>3%</b>
Selling expense	0	2.500	2.500	2.500	2.500	2.500	20.600	32.600	20.600	60.600	52.600	20.600	20.600
Salary & compensation	600.000	313.788	313.788	323.028	323.028	327.028	323.028	323.028	333.028	323.028	353.028	323.028	323.028
Office Rental	0	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167
Internet	0	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity, water, telp)	450	13.264	20.146	20.246	20.246	20.246	27.129	40.393	40.393	40.393	40.493	40.493	40.493
Cleaning Service	0	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
System Maintenance	0	3.682	3.682	3.682	3.682	3.682	3.682	4.086	4.086	4.086	4.086	4.086	4.086
Maintenance building	0	0	0	0	0	0	0	0	0	1.000	0	0	0
Equipment Maintenance	0	0	0	0	0	0	0	2.500	0	0	0	0	0
Equipment Insurance	0	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Stationary	0	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
License, Permit	40.000	0	0	0	0	0	0	0	0	0	0	0	0
Other GA Expenses	0	478	478	478	478	478	478	528	528	528	528	528	528
Laboratorium examination	0	0	0	0	0	0	0	1.100	1.100	1.100	1.100	1.100	1.100
Depreciation	0	7.183	15.990	16.430	16.845	16.952	16.952	16.952	19.918	19.325	19.325	19.325	19.325
<b>Income from Operations</b>	<b>-640.450</b>	<b>-382.107</b>	<b>-397.796</b>	<b>-407.576</b>	<b>-407.991</b>	<b>-412.098</b>	<b>-433.080</b>	<b>-464.152</b>	<b>-534.828</b>	<b>-565.030</b>	<b>-534.366</b>	<b>-472.366</b>	<b>-432.445</b>
Bank Interest Income	1.104	2.768	2.188	1.752	1.187	4	131	74	38	1.371	1.383	1.120	783
Loan Interest Expense	0	22.917	22.376	21.831	21.281	20.726	20.166	19.600	19.030	18.454	17.873	17.286	16.695
<b>Pre-tax Income</b>	<b>-639.346</b>	<b>-402.256</b>	<b>-417.985</b>	<b>-427.656</b>	<b>-428.085</b>	<b>-432.820</b>	<b>-453.115</b>	<b>-483.679</b>	<b>-553.820</b>	<b>-582.113</b>	<b>-550.856</b>	<b>-488.533</b>	<b>-448.357</b>
Tax Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Net Income</b>	<b>-639.346</b>	<b>-402.256</b>	<b>-417.985</b>	<b>-427.656</b>	<b>-428.085</b>	<b>-432.820</b>	<b>-453.115</b>	<b>-483.679</b>	<b>-553.820</b>	<b>-582.113</b>	<b>-550.856</b>	<b>-488.533</b>	<b>-448.357</b>
<b>Net Income %</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>-124%</b>	<b>-140%</b>	<b>-119%</b>	<b>-101%</b>	<b>-90%</b>	<b>-72%</b>
<b>CASH INPUTS</b>													
MINIMUM CASH BALANCE DESIRED	641.000	383.000	398.000	408.000	408.000	413.000	434.000	463.000	461.000	492.000	513.000	451.000	451.000
EQUITY INVESTMENT (INCREMENTAL)	2.500.000	0	0	0	0	0	0	0	2.000.000	0	0	0	0
COST OF EQUITY	17,7%												
NET WORTH	1.861	1.458	1.040	613	185	-248	-701	-1.185	261	-321	-872	-1.360	-1.809
RETURN ON EQUITY	-34,36%	-27,58%	-40,17%	-69,79%	-231,81%	174,42%	64,61%	40,82%	-212,00%	181,41%	63,19%	35,91%	24,79%
RETURN ON INVESTMENT	-34,36%	-10,09%	-11,16%	-12,98%	-15,06%	-16,75%	-21,53%	-29,95%	-18,99%	-27,68%	-36,30%	-29,27%	-32,61%
CURRENT RATIO		41,53	9,45	7,22	5,40	3,00	2,15	1,33	3,34	2,84	1,55	0,79	0,48
DEBT TO EQUITY RATIO	-	1,73	2,60	4,38	14,39	(11,42)	(4,00)	(2,36)	10,16	(7,56)	(2,74)	(2,23)	(1,76)

**Financial Statement FishWorld per bulan di tahun kedua**

(in thousand rupiah)	2nd Year Month 13	2nd Year Month 14	2nd Year Month 15	2nd Year Month 16	2nd Year Month 17	2nd Year Month 18	2nd Year Month 19	2nd Year Month 20	2nd Year Month 21	2nd Year Month 22	2nd Year Month 23	2nd Year Month 24
<b>INCOME STATEMENT</b>												
Revenue	881.802	967.656	1.051.561	1.115.898	1.118.716	1.142.881	1.167.652	1.183.444	1.205.716	1.215.039	1.233.960	1.257.975
COGS	773.032	790.841	897.939	897.841	906.517	928.353	937.760	953.381	963.153	973.291	982.698	1.004.533
<b>Gross Profit</b>	<b>108.770</b>	<b>176.816</b>	<b>153.622</b>	<b>218.057</b>	<b>212.199</b>	<b>214.528</b>	<b>229.892</b>	<b>230.063</b>	<b>242.563</b>	<b>241.748</b>	<b>251.262</b>	<b>253.441</b>
<b>Gross Profit %</b>	<b>12%</b>	<b>18%</b>	<b>15%</b>	<b>20%</b>	<b>19%</b>	<b>19%</b>	<b>20%</b>	<b>19%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>	<b>20%</b>
Selling expense	152.600	43.600	40.600	52.600	43.600	20.600	32.600	23.600	60.600	52.600	23.600	20.600
Salary & compensation	374.329	374.329	374.329	374.329	378.329	374.329	374.329	384.329	374.329	404.329	374.329	374.329
Office Rental	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167	29.167
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity, water, telp)	133.343	67.022	67.022	67.022	80.286	80.386	80.386	80.386	80.386	80.386	80.386	80.386
Cleaning Service	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
System Maintenance	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086
Maintenance building	0	3.000	0	0	0	0	3.000	0	0	0	0	0
Equipment Maintenance	2.500	0	0	0	0	0	2.500	0	0	0	0	0
Equipment Insurance	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Stationary	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
License, Permit	0	0	0	0	0	0	0	0	0	0	0	0
Other GA Expenses	603	603	628	628	628	628	628	628	628	628	628	628
Laboratorium examination	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
Depreciation	39.308	38.709	39.084	39.084	18.286	18.326	18.490	18.865	18.865	18.865	18.865	19.171
<b>Income from Operations</b>	<b>-640.312</b>	<b>-396.845</b>	<b>-414.439</b>	<b>-362.004</b>	<b>-355.328</b>	<b>-326.139</b>	<b>-328.440</b>	<b>-324.143</b>	<b>-338.644</b>	<b>-361.458</b>	<b>-292.944</b>	<b>-288.071</b>
Bank Interest Income	1.573	1.182	1.088	1.135	894	965	1.062	1.198	1.408	1.582	1.836	2.112
Loan Interest Expense	16.097	15.495	14.886	14.273	13.653	13.028	12.397	11.761	11.118	10.470	9.816	9.155
<b>Pre-tax Income</b>	<b>-654.836</b>	<b>-411.158</b>	<b>-428.237</b>	<b>-375.142</b>	<b>-368.087</b>	<b>-338.202</b>	<b>-339.775</b>	<b>-334.706</b>	<b>-348.354</b>	<b>-370.346</b>	<b>-300.924</b>	<b>-295.115</b>
Tax Expense	0	0	0	0	0	0	0	0	0	0	0	0
<b>Net Income</b>	<b>-654.836</b>	<b>-411.158</b>	<b>-428.237</b>	<b>-375.142</b>	<b>-368.087</b>	<b>-338.202</b>	<b>-339.775</b>	<b>-334.706</b>	<b>-348.354</b>	<b>-370.346</b>	<b>-300.924</b>	<b>-295.115</b>
<b>Net Income %</b>	<b>-74%</b>	<b>-42%</b>	<b>-41%</b>	<b>-34%</b>	<b>-33%</b>	<b>-30%</b>	<b>-29%</b>	<b>-28%</b>	<b>-29%</b>	<b>-30%</b>	<b>-24%</b>	<b>-23%</b>
<b>CASH INPUTS</b>												
MINIMUM CASH BALANCE DESIRED	750.000	574.000	569.000	581.000	568.000	541.000	559.000	555.000	582.000	604.000	545.000	542.000
EQUITY INVESTMENT (INCREMENTAL)	0	0	1.000.000	0	0	0	0	200.000	0	0	0	0
<b>COST OF EQUITY</b>												
NET WORTH	-2.463	-2.875	-2.303	-2.678	-3.046	-3.384	-3.724	-3.859	-4.207	-4.577	-4.878	-5.174
RETURN ON EQUITY	26,58%	14,30%	18,60%	14,01%	12,08%	9,99%	9,12%	8,67%	8,28%	8,09%	6,17%	5,70%
RETURN ON INVESTMENT	-57,19%	-16,21%	-14,26%	-14,35%	-21,19%	-16,58%	-23,29%	-22,71%	-21,31%	-24,43%	-18,73%	-17,28%
CURRENT RATIO	0,21	0,42	0,56	0,46	0,26	0,30	0,16	0,16	0,18	0,15	0,16	0,16
DEBT TO EQUITY RATIO	(1,46)	(1,88)	(2,30)	(1,98)	(1,57)	(1,60)	(1,39)	(1,38)	(1,39)	(1,33)	(1,33)	(1,33)

**Financial Statement FishWorld per bulan di tahun ketiga**

(in thousand rupiah)	3rd Year Month 25	3rd Year Month 26	3rd Year Month 27	3rd Year Month 28	3rd Year Month 29	3rd Year Month 30	3rd Year Month 31	3rd Year Month 32	3rd Year Month 33	3rd Year Month 34	3rd Year Month 35	3rd Year Month 36
<b>INCOME STATEMENT</b>												
Revenue	3.260.250	3.241.626	3.278.264	3.274.534	3.306.633	3.324.734	3.348.488	3.403.068	3.436.921	3.467.189	3.500.562	3.542.677
COGS	1.842.402	1.842.742	1.861.032	1.860.454	1.882.595	1.892.750	1.911.964	1.945.086	1.966.153	1.990.230	2.009.472	2.042.822
<b>Gross Profit</b>	<b>1.417.848</b>	<b>1.398.884</b>	<b>1.417.233</b>	<b>1.414.080</b>	<b>1.424.039</b>	<b>1.431.984</b>	<b>1.436.525</b>	<b>1.457.982</b>	<b>1.470.768</b>	<b>1.476.959</b>	<b>1.491.090</b>	<b>1.499.856</b>
<b>Gross Profit %</b>	<b>43%</b>	<b>43%</b>	<b>43%</b>	<b>43%</b>	<b>43%</b>	<b>43%</b>	<b>43%</b>	<b>43%</b>	<b>43%</b>	<b>43%</b>	<b>43%</b>	<b>42%</b>
Selling expense	54.785	122.645	25.750	74.758	22.697	25.788	54.692	22.838	43.014	57.931	23.086	23.030
Salary & compensation	469.014	470.014	471.014	470.014	470.014	477.014	470.014	481.014	473.014	501.014	469.014	469.014
Office Rental	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667	31.667
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity, water, telp)	93.650	93.650	93.650	93.650	93.650	93.650	93.650	113.547	113.547	113.547	113.547	113.547
Cleaning Service	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
System Maintenance	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086	4.086
Maintenance building	4.000	0	0	0	0	0	0	5.000	0	0	0	0
Equipment Maintenance	2.500	0	0	0	0	0	2.500	0	0	0	0	0
Equipment Insurance	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Stationary	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
License, Permit	0	0	0	0	0	0	0	0	0	0	0	0
Other GA Expenses	850	850	850	850	850	850	850	850	850	850	850	850
Laboratorium examination	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
Depreciation	19.805	19.375	20.125	20.125	20.125	20.125	19.625	19.625	19.625	19.625	19.625	19.625
<b>Income from Operations</b>	<b>724.345</b>	<b>643.449</b>	<b>756.944</b>	<b>705.783</b>	<b>767.803</b>	<b>765.657</b>	<b>746.294</b>	<b>766.209</b>	<b>771.818</b>	<b>735.093</b>	<b>816.069</b>	<b>824.890</b>
Bank Interest Income	1.064	931	1.586	2.693	3.212	4.184	5.261	6.398	7.651	8.924	10.782	12.500
Loan Interest Expense	8.489	7.816	7.138	6.453	5.762	5.064	4.361	3.650	2.934	2.210	1.480	743
<b>Pre-tax Income</b>	<b>716.920</b>	<b>636.564</b>	<b>751.392</b>	<b>702.023</b>	<b>765.254</b>	<b>764.777</b>	<b>747.194</b>	<b>768.957</b>	<b>776.536</b>	<b>741.807</b>	<b>825.371</b>	<b>836.647</b>
Tax Expense	157.723	140.044	165.306	154.445	168.356	168.251	164.383	169.171	170.838	163.198	181.582	184.062
<b>Net Income</b>	<b>559.198</b>	<b>496.520</b>	<b>586.086</b>	<b>547.578</b>	<b>596.898</b>	<b>596.526</b>	<b>582.811</b>	<b>599.786</b>	<b>605.698</b>	<b>578.610</b>	<b>643.789</b>	<b>652.585</b>
<b>Net Income %</b>	<b>17%</b>	<b>15%</b>	<b>18%</b>	<b>17%</b>	<b>18%</b>	<b>18%</b>	<b>17%</b>	<b>18%</b>	<b>18%</b>	<b>17%</b>	<b>18%</b>	<b>18%</b>
<b>CASH INPUTS</b>												
MINIMUM CASH BALANCE DESIRED	694.000	756.000	661.000	709.000	657.000	667.000	691.000	692.000	699.000	742.000	676.000	675.000
EQUITY INVESTMENT (INCREMENTAL)	0	0	0	0	0	0	0	0	0	0	0	0
<b>COST OF EQUITY</b>												
NET WORTH	-4.612	-4.114	-3.526	-2.976	-2.377	-1.779	-1.194	-594	14	594	1.240	1.895
RETURN ON EQUITY	-12,12%	-12,07%	-16,62%	-18,40%	-25,11%	-33,54%	-48,82%	-100,94%	4476,28%	97,37%	51,91%	34,44%
RETURN ON INVESTMENT	19,40%	14,74%	14,56%	12,10%	12,66%	14,86%	12,67%	14,72%	14,69%	21,85%	23,02%	19,20%
CURRENT RATIO	0,32	0,39	0,48	0,55	0,61	0,63	0,73	0,79	0,91	1,08	1,50	1,89
DEBT TO EQUITY RATIO	(1,63)	(1,82)	(2,14)	(2,52)	(2,98)	(3,26)	(4,85)	(7,86)	303,76	3,46	1,26	0,79

**Financial Statment FishWorld per bulan di tahun keempat**

(in thousand rupiah)	4th Year Month 37	4th Year Month 38	4th Year Month 39	4th Year Month 40	4th Year Month 41	4th Year Month 42	4th Year Month 43	4th Year Month 44	4th Year Month 45	4th Year Month 46	4th Year Month 47	4th Year Month 48
<b>INCOME STATEMENT</b>												
Revenue	4.284.302	4.325.593	4.544.385	4.546.185	4.719.530	4.794.110	4.961.723	5.222.772	5.739.364	6.049.162	6.195.872	6.527.360
COGS	2.183.843	2.205.511	2.314.937	2.313.477	2.430.487	2.470.136	2.575.585	2.706.348	3.043.628	3.197.652	3.272.603	3.435.100
<b>Gross Profit</b>	<b>2.100.460</b>	<b>2.120.082</b>	<b>2.229.448</b>	<b>2.232.708</b>	<b>2.289.043</b>	<b>2.323.974</b>	<b>2.386.138</b>	<b>2.516.424</b>	<b>2.695.736</b>	<b>2.851.510</b>	<b>2.923.268</b>	<b>3.092.260</b>
<b>Gross Profit %</b>	<b>49%</b>	<b>49%</b>	<b>49%</b>	<b>49%</b>	<b>49%</b>	<b>48%</b>	<b>48%</b>	<b>48%</b>	<b>47%</b>	<b>47%</b>	<b>47%</b>	<b>47%</b>
Selling expense	61.852	32.914	30.430	82.652	30.779	34.218	43.590	32.399	52.812	68.879	34.609	35.743
Salary & compensation	581.767	582.767	583.767	582.767	582.767	589.767	582.767	593.767	585.767	613.767	581.767	581.767
Office Rental	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417	34.417
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity, water, telp)	113.547	113.547	113.547	113.547	133.443	133.443	133.443	133.443	133.443	133.443	133.443	133.443
Cleaning Service	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
System Maintenance	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288
Maintenance building	0	0	0	0	0	0	0	5.000	0	0	0	8.000
Equipment Maintenance	2.500	0	0	0	0	0	2.500	0	0	0	0	0
Equipment Insurance	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Stationary	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
License, Permit	0	0	0	0	0	0	0	0	0	0	0	0
Other GA Expenses	993	993	993	993	993	993	993	1.018	1.018	1.043	1.043	1.043
Laboratorium examination	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
Depreciation	19.439	18.439	18.439	18.439	18.439	19.402	19.402	19.402	52.735	19.402	19.402	19.402
<b>Income from Operations</b>	<b>1.268.510</b>	<b>1.319.571</b>	<b>1.430.422</b>	<b>1.382.459</b>	<b>1.470.770</b>	<b>1.494.299</b>	<b>1.551.592</b>	<b>1.679.544</b>	<b>1.818.110</b>	<b>1.963.125</b>	<b>2.101.154</b>	<b>2.261.011</b>
Bank Interest Income	14.160	15.747	10.869	11.873	12.466	12.701	13.177	13.358	13.291	13.062	8.288	7.579
Loan Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0
<b>Pre-tax Income</b>	<b>1.282.670</b>	<b>1.335.317</b>	<b>1.441.290</b>	<b>1.394.332</b>	<b>1.483.236</b>	<b>1.507.000</b>	<b>1.564.769</b>	<b>1.692.901</b>	<b>1.831.401</b>	<b>1.976.187</b>	<b>2.109.442</b>	<b>2.268.590</b>
Tax Expense	282.187	293.770	317.084	306.753	326.312	331.540	344.249	372.438	402.908	434.761	464.077	499.090
<b>Net Income</b>	<b>1.000.482</b>	<b>1.041.548</b>	<b>1.124.206</b>	<b>1.087.579</b>	<b>1.156.924</b>	<b>1.175.460</b>	<b>1.220.520</b>	<b>1.320.463</b>	<b>1.428.492</b>	<b>1.541.426</b>	<b>1.645.365</b>	<b>1.769.500</b>
<b>Net Income %</b>	<b>23%</b>	<b>24%</b>	<b>25%</b>	<b>24%</b>	<b>25%</b>	<b>25%</b>	<b>25%</b>	<b>25%</b>	<b>25%</b>	<b>25%</b>	<b>27%</b>	<b>27%</b>
<b>CASH INPUTS</b>												
MINIMUM CASH BALANCE DESIRED	832.000	801.000	800.000	851.000	819.000	830.000	835.000	837.000	878.000	889.000	823.000	832.000
EQUITY INVESTMENT (INCREMENTAL)	0	0	0	0	0	0	0	0	0	0	0	0
<b>COST OF EQUITY</b>												
NET WORTH	2.897	3.941	5.068	6.158	7.317	8.495	9.718	11.038	12.470	14.014	15.663	17.435
RETURN ON EQUITY	34,53%	26,43%	22,18%	17,66%	15,81%	13,84%	12,56%	11,96%	11,46%	11,00%	10,51%	10,15%
RETURN ON INVESTMENT	21,94%	18,54%	16,45%	14,86%	14,35%	12,66%	11,52%	10,99%	10,53%	10,12%	9,73%	9,45%
CURRENT RATIO	2,42	3,04	3,59	5,88	10,18	11,03	11,48	11,82	4,65	5,58	6,84	8,04
DEBT TO EQUITY RATIO	0,57	0,43	0,35	0,19	0,10	0,09	0,09	0,09	0,09	0,09	0,08	0,07

**Financial Statment FishWorld per bulan di tahun kelima**

(in thousand rupiah)	5th Year Month 49	5th Year Month 50	5th Year Month 51	5th Year Month 52	5th Year Month 53	5th Year Month 54	5th Year Month 55	5th Year Month 56	5th Year Month 57	5th Year Month 58	5th Year Month 59	5th Year Month 60
<b>INCOME STATEMENT</b>												
Revenue	8.732.425	8.634.891	11.383.513	11.383.878	11.189.453	11.042.878	11.100.179	11.234.699	11.364.501	11.433.888	11.270.263	11.328.668
COGS	3.953.083	3.937.674	5.119.849	5.104.440	5.027.394	4.950.348	4.999.502	5.049.148	5.099.290	5.137.813	5.060.767	5.106.994
<b>Gross Profit</b>	<b>4.779.343</b>	<b>4.697.217</b>	<b>6.263.663</b>	<b>6.279.438</b>	<b>6.162.059</b>	<b>6.092.530</b>	<b>6.100.677</b>	<b>6.185.551</b>	<b>6.265.211</b>	<b>6.296.075</b>	<b>6.209.496</b>	<b>6.221.674</b>
<b>Gross Profit %</b>	<b>55%</b>	<b>54%</b>	<b>55%</b>	<b>55%</b>	<b>55%</b>	<b>55%</b>	<b>55%</b>	<b>55%</b>	<b>55%</b>	<b>55%</b>	<b>55%</b>	<b>55%</b>
Selling expense	97.188	63.681	79.768	115.219	78.549	77.835	89.345	81.383	79.310	111.589	81.534	78.371
Salary & compensation	749.946	750.946	751.946	754.946	750.946	753.946	750.946	761.946	753.946	781.946	749.946	749.946
Office Rental	0	0	0	0	0	0	0	0	0	0	0	0
Internet	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000	5.000
Utilities (electricity, water, telp)	133.543	133.543	146.808	146.808	146.808	146.808	146.808	146.808	146.808	146.808	146.808	146.808
Cleaning Service	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
System Maintenance	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288	4.288
Maintenance building	0	0	0	0	0	2.000	0	0	0	0	0	0
Equipment Maintenance	2.500	0	0	0	0	2.500	0	0	0	0	2.500	0
Equipment Insurance	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Stationary	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
License, Permit	0	0	0	0	0	0	0	0	0	0	0	0
Other GA Expenses	1.318	1.318	1.393	1.393	1.393	1.393	1.393	1.393	1.393	1.393	1.393	1.393
Laboratorium examination	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100	1.100
Depreciation	18.628	18.588	18.838	19.588	19.588	19.588	19.588	19.588	19.588	19.588	19.588	19.283
<b>Income from Operations</b>	<b>3.758.785</b>	<b>3.711.706</b>	<b>5.247.476</b>	<b>5.224.049</b>	<b>5.147.341</b>	<b>5.071.025</b>	<b>5.075.162</b>	<b>5.156.999</b>	<b>5.246.732</b>	<b>5.217.317</b>	<b>5.190.293</b>	<b>5.208.439</b>
Bank Interest Income	9.038	10.457	11.830	12.835	12.791	12.765	12.175	11.278	10.333	2.442	3.619	7.068
Loan Interest Expense	0	0	0	0	0	0	0	0	0	0	0	0
<b>Pre-tax Income</b>	<b>3.767.823</b>	<b>3.722.163</b>	<b>5.259.306</b>	<b>5.236.885</b>	<b>5.160.132</b>	<b>5.083.790</b>	<b>5.087.337</b>	<b>5.168.278</b>	<b>5.257.065</b>	<b>5.219.760</b>	<b>5.193.912</b>	<b>5.215.507</b>
Tax Expense	828.921	818.876	1.157.047	1.152.115	1.135.229	1.118.434	1.119.214	1.137.021	1.156.554	1.148.347	1.142.661	1.147.411
<b>Net Income</b>	<b>2.938.902</b>	<b>2.903.288</b>	<b>4.102.259</b>	<b>4.084.770</b>	<b>4.024.903</b>	<b>3.965.357</b>	<b>3.968.123</b>	<b>4.031.257</b>	<b>4.100.511</b>	<b>4.071.412</b>	<b>4.051.252</b>	<b>4.068.095</b>
<b>Net Income %</b>	<b>34%</b>	<b>34%</b>	<b>36%</b>	<b>36%</b>	<b>36%</b>	<b>36%</b>	<b>36%</b>	<b>36%</b>	<b>36%</b>	<b>36%</b>	<b>36%</b>	<b>36%</b>
<b>CASH INPUTS</b>												
MINIMUM CASH BALANCE DESIRED	1.021.000	986.000	1.017.000	1.056.000	1.015.000	1.022.000	1.026.000	1.029.000	1.019.000	1.079.000	1.020.000	1.014.000
EQUITY INVESTMENT (INCREMENTAL)	0	0	0	0	0	0	0	0	0	0	0	0
<b>COST OF EQUITY</b>												
NET WORTH	20.434	21.055	25.228	29.383	33.481	37.521	41.566	45.674	49.852	54.003	58.133	56.988
RETURN ON EQUITY	14,38%	13,79%	16,26%	13,90%	12,02%	10,57%	9,55%	8,83%	8,23%	7,54%	6,97%	7,14%
RETURN ON INVESTMENT	13,28%	12,75%	14,94%	12,88%	11,41%	10,09%	9,14%	8,46%	7,90%	7,25%	6,72%	6,87%
CURRENT RATIO	8,10	8,40	8,53	10,00	15,01	17,39	18,84	20,09	21,31	22,34	23,97	22,97
DEBT TO EQUITY RATIO	0,08	0,08	0,09	0,08	0,05	0,05	0,04	0,04	0,04	0,04	0,04	0,04

**j. Perencanaan Biaya Manajemen Risiko fishWorld per bulan di tahun pertama**

(dalam ribuan rupiah)

Program Manajemen Risiko	Frekuensi	Keterangan	Remarks	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year	Ist Year
				Month 1 31/01/2021	Month 2 28/02/2021	Month 3 31/03/2021	Month 4 30/04/2021	Month 5 31/05/2021	Month 6 30/06/2021	Month 7 31/07/2021	Month 8 31/08/2021	Month 9 30/09/2021	Month 10 31/10/2021	Month 11 30/11/2021
Quality control training	1x per tahun	Pelatihan dalam menjaga kualitas produk	Dikuti oleh bagian QC, Worldwide Quality Assurance (WQA APAC), diselenggarakan oleh IPB International Harga 4juta include penginapan					4.000						
Outing kantor	1x per tahun	Membuat team bonding supaya lebih solid	Team building menggunakan EO									30.000		
Maintenance system	bulanan	Maintenance aplikasi Rp 27.000.000/tahun	Revised	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250
Antivirus and cyber security	tahunan	Perlindungan komputer (device) dari virus dan malware	Norton USD 50/10 device/year	133	133	133	133	133	133	133	133	133	133	133
Business continuity plan	tahunan	Memastikan bisnis untuk tetap dapat berjalan dalam situasi force majeure Rp 5.000.000/tahun	Impact Analysis --> Solution Design --> Implementation --> Testing --> Maintenance	417	417	417	417	417	417	417	417	417	417	417
Maintenance cold storage dan sistem pendingin	2x per tahun	Mengecek fungsi dan performa pendingin, cold storage								2.500				
Asuransi kebakaran & machinery breakdown	tahunan	Machinery breakdown untuk bagian compressor, sirkuit, hard-drive mesin pendingin, chiller, dan cooler	Dilakukan dengan cara co-insurance yang dipool ke 1 agent yaitu KBRU premi 0,2194%	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Risiko Cyber Hacking Training	tahunan	Training in-house									10.000			
<b>Total</b>				<b>7.846</b>	<b>7.846</b>	<b>7.846</b>	<b>7.846</b>	<b>11.846</b>	<b>7.846</b>	<b>10.346</b>	<b>17.846</b>	<b>7.846</b>	<b>37.846</b>	<b>7.846</b>

**Perencanaan Biaya Manajemen Risiko fishWorld per bulan di tahun kedua**

(dalam ribuan rupiah)

Program Manajemen Risiko	Frekuensi	Keterangan	Remarks	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	2nd Year	
				Month 13 01/01/2022	Month 14 28/02/2022	Month 15 31/03/2022	Month 16 30/04/2022	Month 17 31/05/2022	Month 18 30/06/2022	Month 19 31/07/2022	Month 20 31/08/2022	Month 21 30/09/2022	Month 22 31/10/2022	Month 23 30/11/2022	Month 24 31/12/2022	
Quality control training	1x per tahun	Pelatihan dalam menjaga kualitas produk	Diikuti oleh bagian QC. Worldwide Quality Assurance (WQA APAC), diselenggarakan oleh IPB International Harga 4juta include penginapan					4.000								
Outing kantor	1x per tahun	Membuat team bonding supaya lebih solid	Team building menggunakan EO											30.000		
Maintenance system	bulanan	Maintenance aplikasi Rp 27.000.000/tahun	Revised	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250
Antivirus and cyber security	tahunan	Perlindungan komputer (device) dari virus dan malware	Norton USD 50/10 device/year	133	133	133	133	133	133	133	133	133	133	133	133	133
Business continuity plan	tahunan	Memastikan bisnis untuk tetap dapat berjalan dalam situasi <i>force majeure</i> Rp 5.000.000/tahun	Impact Analysis --> Solution Design --> Implementation --> Testing --> Maintenance	417	417	417	417	417	417	417	417	417	417	417	417	417
Maintenance cold storage dan sistem pendingin	2x per tahun	Mengecek fungsi dan performa pendingin, cold storage		2.500						2.500						
Asuransi kebakaran & machinery breakdown	tahunan	Machinery breakdown untuk bagian compressor, sirkuit, hard-drive mesin pendingin, chiller, dan cooler	Dilakukan dengan cara co-insurance yang dipool ke 1 agent yaitu KBRU premi 0,2194%	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Risiko Cyber Hacking Training	tahunan	Training in-house									10.000					
<b>Total</b>				<b>10.346</b>	<b>7.846</b>	<b>7.846</b>	<b>7.846</b>	<b>11.846</b>	<b>7.846</b>	<b>10.346</b>	<b>17.846</b>	<b>7.846</b>	<b>37.846</b>	<b>7.846</b>	<b>7.846</b>	

**Perencanaan Biaya Manajemen Risiko fishWorld per bulan di tahun ketiga**

(dalam ribuan rupiah)

Program Manajemen Risiko	Frekuensi	Keterangan	Remarks	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	3rd Year	
				Month 25 01/01/2023	Month 26 28/02/2023	Month 27 31/03/2023	Month 28 30/04/2023	Month 29 31/05/2023	Month 30 30/06/2023	Month 31 31/07/2023	Month 32 31/08/2023	Month 33 30/09/2023	Month 34 31/10/2023	Month 35 30/11/2023	Month 36 31/12/2023	
Quality control training	1x per tahun	Pelatihan dalam menjaga kualitas produk	Diikuti oleh bagian QC, Worldwide Quality Assurance (WQA APAC), diselenggarakan oleh IPB International Harga 4juta include penginapan						4.000							
Outing kantor	1x per tahun	Membuat team bonding supaya lebih solid	Team building menggunakan EO										30.000			
Maintenance system	bulanan	Maintenance aplikasi Rp 27.000.000/tahun	Revised	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250
Antivirus and cyber security	tahunan	Perlindungan komputer (device) dari virus dan malware	Norton USD 50/10 device/year	133	133	133	133	133	133	133	133	133	133	133	133	133
Business continuity plan	tahunan	Memastikan bisnis untuk tetap dapat berjalan dalam situasi force majeure Rp 5.000.000/tahun	Impact Analysis --> Solution Design --> Implementation --> Testing --> Maintenance	417	417	417	417	417	417	417	417	417	417	417	417	417
Maintenance cold storage dan sistem pendingin	2x per tahun	Mengecek fungsi dan performa pendingin, cold storage		2.500						2.500						
Asuransi kebakaran & machinery breakdown	tahunan	Machinery breakdown untuk bagian compressor, sirkuit, hard-drive mesin pendingin, chiller, dan cooler	Dilakukan dengan cara co-insurance yang dipool ke 1 agent yaitu KBRU premi 0,2194%	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Risiko Cyber Hacking Training	tahunan	Training in-house										10.000				
<b>Total</b>				<b>10.346</b>	<b>7.846</b>	<b>7.846</b>	<b>7.846</b>	<b>7.846</b>	<b>11.846</b>	<b>10.346</b>	<b>17.846</b>	<b>7.846</b>	<b>37.846</b>	<b>7.846</b>	<b>7.846</b>	



**Perencanaan Biaya Manajemen Risiko fishWorld per bulan di tahun keempat**

(dalam ribuan rupiah)

Program Manajemen Risiko	Frekuensi	Keterangan	Remarks	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year	4th Year
				Month 37 45.292	Month 38 28/02/2024	Month 39 31/03/2024	Month 40 30/04/2024	Month 41 31/05/2024	Month 42 30/06/2024	Month 43 31/07/2024	Month 44 31/08/2024	Month 45 30/09/2024	Month 46 31/10/2024	Month 47 30/11/2024
Quality control training	1x per tahun	Pelatihan dalam menjaga kualitas produk	Dikuti oleh bagian QC. Worldwide Quality Assurance (WQA APAC), diselenggarakan oleh IPB International Harga 4juta include penginapan						4.000					
Outing kantor	1x per tahun	Membuat team bonding supaya lebih solid	Team building menggunakan EO										30.000	
Maintenance system	bulanan	Maintenance aplikasi Rp 27.000.000/tahun	Revised	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250
Antivirus and cyber security	tahunan	Perlindungan komputer (device) dari virus dan malware	Norton USD 50/10 device/year	133	133	133	133	133	133	133	133	133	133	133
Business continuity plan	tahunan	Memastikan bisnis untuk tetap dapat berjalan dalam situasi <i>force majeure</i> Rp 5.000.000/tahun	Impact Analysis --> Solution Design --> Implementation --> Testing --> Maintenance	417	417	417	417	417	417	417	417	417	417	417
Maintenance cold storage dan sistem pendingin	2x per tahun	Mengecek fungsi dan performa pendingin, cold storage		2.500						2.500				
Asuransi kebakaran & machinery breakdown	tahunan	Machinery breakdown untuk bagian compressor, sirkuit, hard-drive mesin pendingin, chiller, dan cooler	Dilakukan dengan cara co-insurance yang dipool ke 1 agent yaitu KBRU premi 0,2194%	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Risiko Cyber Hacking Training	tahunan	Training in-house									10.000			
<b>Total</b>				<b>10.346</b>	<b>7.846</b>	<b>7.846</b>	<b>7.846</b>	<b>7.846</b>	<b>11.846</b>	<b>10.346</b>	<b>17.846</b>	<b>7.846</b>	<b>37.846</b>	<b>7.846</b>

**Perencanaan Biaya Manajemen Risiko fishWorld per bulan di tahun kelima**

(dalam ribuan rupiah)

Program Manajemen Risiko	Frekuensi	Keterangan	Remarks	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year	5th Year
				Month 49 45.658	Month 50 28/02/2025	Month 51 31/03/2025	Month 52 30/04/2025	Month 53 31/05/2025	Month 54 30/06/2025	Month 55 31/07/2025	Month 56 31/08/2025	Month 57 30/09/2025	Month 58 31/10/2025	Month 59 30/11/2025
Quality control training	1x per tahun	Pelatihan dalam menjaga kualitas produk	Diikuti oleh bagian QC, Worldwide Quality Assurance (WQA APAC), diselenggarakan oleh IPB International Harga 4juta include penginapan				4.000							
Outing kantor	1x per tahun	Membuat team bonding supaya lebih solid	Team building menggunakan EO										30.000	
Maintenance system	bulanan	Maintenance aplikasi Rp 27.000.000/tahun	Revised	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250
Antivirus and cyber security	tahunan	Perlindungan komputer (device) dari virus dan malware	Norton USD 50/10 device/year	133	133	133	133	133	133	133	133	133	133	133
Business continuity plan	tahunan	Memastikan bisnis untuk tetap dapat berjalan dalam situasi force majeure Rp 5.000.000/tahun	Impact Analysis --> Solution Design --> Implementation --> Testing --> Maintenance	417	417	417	417	417	417	417	417	417	417	417
Maintenance cold storage dan sistem pendingin	2x per tahun	Mengecek fungsi dan performa pendingin, cold storage		2.500					2.500					2.500
Asuransi kebakaran & machinery breakdown	tahunan	Machinery breakdown untuk bagian compressor, sirkuit, hard-drive mesin pendingin, chiller, dan cooler	Dilakukan dengan cara co-insurance yang dipool ke 1 agent yaitu KBRU premi 0,2194%	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046	5.046
Risiko Cyber Hacking Training	tahunan	Training in-house									10.000			
<b>Total</b>				<b>10.346</b>	<b>7.846</b>	<b>7.846</b>	<b>11.846</b>	<b>7.846</b>	<b>10.346</b>	<b>7.846</b>	<b>17.846</b>	<b>7.846</b>	<b>37.846</b>	<b>10.346</b>

### LAMPIRAN 3: URAIAN TUGAS SDM

Detail tugas dan tanggung jawab yang tertera pada struktur organisasi PT. Tangkap Ikan Indonesia:

#### 1. *Chief Executive Officer* (CEO)

CEO mempunyai posisi dan wewenang yang paling tinggi di fishWorld.

Berikut tanggung jawab CEO:

- Menjalin hubungan bisnis dengan investor.
- Menetapkan kebijakan yang terkait aktivitas fungsional dan komersial yang berada di bawah wewenangnya.
- Merancang dan mengomunikasikan visi dan misi perusahaan.
- Mengarahkan dan memotivasi divisi fungsional dan komersial yang berada di bawah wewenangnya.
- Mengelola perusahaan sesuai dengan tujuan strategis perusahaan dengan efektifitas dan biaya seefisien mungkin.
- Merencanakan, mengelola, dan mengeksekusi perencanaan strategi bisnis atau korporat baik untuk jangka pendek, menengah maupun panjang dengan mengacu pada visi dan misi perusahaan.
- Mengidentifikasi dan meningkatkan performa perusahaan dengan cara memotivasi berbagai divisi di perusahaan.
- Mengambil berbagai keputusan strategis yang berdampak baik bagi sustainabilitas perusahaan berdasarkan hasil analisis data dan fakta baik yang telah menjadi jejak rekam (*track record*) perusahaan maupun analisis terhadap berbagai faktor lingkungan bisnis.
- Bertanggung jawab dalam menanggung risiko yang terjadi dalam setiap divisi

#### 2. *Chief Technology Officer* (CTO)

CTO bertanggung jawab atas semua penggunaan *resource* teknologi di perusahaan, perencanaan penggunaan dan rencana masa depan dari teknologi tersebut serta semua risiko yang berkaitan dengan teknologi. CTO bertanggung jawab atas memilih, mengadopsi, dan mengimplementasikan teknologi yang cocok dengan produk yang dikembangkan, bekerjasama dengan divisi lain untuk bisa memahami serta memenuhi kebutuhan dan harapan konsumen serta memantau dan

menyatukan pengembangan produk. Beberapa tanggung jawab turunan dari fungsi CTO sebagai berikut:

- a. DevOps (*Android Developer*)
  - Mendesain dan mengembangkan aplikasi untuk platform Android.
  - Mengevaluasi dan menyelesaikan bug dan meningkatkan kinerja aplikasi.
  - Menerapkan teknologi baru untuk memaksimalkan efisiensi pengembangan.
  - Memastikan kinerja terbaik yang menyangkut kualitas, dan respon dari aplikasi.
- b. DevOps (*IOS Developer*)
  - Mendesain dan mengembangkan aplikasi untuk platform IOS.
  - Mengevaluasi dan menyelesaikan bug dan meningkatkan kinerja aplikasi.
  - Menerapkan teknologi baru untuk memaksimalkan efisiensi pengembangan.
  - Memastikan kinerja terbaik yang menyangkut kualitas, dan respon dari aplikasi.
- c. UX (*Fronted Engineer*)
  - Mengembangkan fitur web *interface* baru untuk pengguna.
  - Menjamin kelayakan teknis dari desain UI/UX.
  - Menjamin semua input pengguna divalidasi dikirim ke back-end.
  - Tinjau aplikasi dan fitur *coding* dan merencanakan upgrade situs di masa yang akan datang dengan tim pengembangan.
- d. *Backend Engineer*
  - Menulis kode dan merancang aplikasi aman.
  - Memecahkan masalah dan memperbaiki bug / kelemahan dalam website dan sistem lain untuk memastikan server berjalan secara optimal.
  - Meliharaan atau meningkatkan struktur data yang ada.
  - Berpartisipasi dalam semua fase siklus pengembangan, berfokus pada coding, pengujian, dan *debugging*.
- e. QA (*IT Support/Tester*)
  - Memastikan *dashboard* memuat informasi yang bisa digunakan untuk keperluan internal dalam pengambilan keputusan.
  - Mengelola pengembangan produk

- Memastikan website dan aplikasi yang dibuat divisi IT sudah sesuai dengan kebutuhan perusahaan dan user/customer, mengetest *bugs* yang ada dan memperbaikinya.
- Memastikan setiap aplikasi yang digunakan oleh pengguna berjalan dengan baik.
- Bertugas untuk memastikan setiap data yang ada di komputer pengguna tidak bisa diambil oleh orang lain tanpa seizin pengguna.

### 3. *Chief Financial Officer* (CFO)

CFO bertanggung jawab dalam membuat kebijakan yang terkait dengan SOP/prosedur semua aktivitas keuangan perusahaan, mulai dari cara pengeluaran/pembelanjaan uang, verifikasi penerimaan uang, pajak perusahaan, *tax planning*, serta membuat dan merencanakan budget/anggaran tahunan maupun rencana jangka panjang. CFO juga bertanggung jawab atas risiko yang akan terjadi dan yang sudah terjadi dalam hal keuangan. Beberapa tanggung jawab turunan dari fungsi CFO sebagai berikut:

#### a. *FAT* (*Financial, Accounting* dan *Tax*)

- Mengarahkan semua aspek operasi akuntansi, mengawasi semua transaksi yang berkaitan dengan buku besar, piutang, hutang, penggajian dan pelaporan keuangan.
- Mengembangkan dan memelihara semua kebijakan dan sistem akuntansi yang diperlukan, termasuk buku besar dan pelaporan keuangan.
- Mengelola modal kerja untuk mendukung aliran dana yang efisien dan efektif untuk memenuhi kebutuhan operasional bisnis dan pengembangan produk.
- Kelola semua perencanaan pajak dan kepatuhan terhadap ketentuan pajak yang berlaku.
- Mengkoordinasikan, menyiapkan dan mereview laporan bulanan, triwulanan, dan tahunan baik untuk keperluan peraturan perundang-undangan serta paket pelaporan konsolidasi dan laporan keuangan konsolidasian.

#### b. *AP & Treasury*

- Mengelola modal kerja atau *working capital management*.
- Mengelola kas dan investasi.
- Mengelola hutang dan piutang perusahaan.

- Memastikan AP sudah dibayarkan dan tersedianya laporan AR.
  - Membantu pelaksanaan audit internal maupun eksternal.
- c. HRD dan Legal
- Mengambil keputusan dalam menentukan pengembangan SDM seperti perekrutan, dan keputusan akuisisi.
  - Melakukan rekrutmen tenaga kerja yang dibutuhkan agar perusahaan dapat berjalan dengan baik.
  - Mengurus administrasi kontrak kerja dan memastikan bahwa karyawan baru sudah menerima sosialisasi aturan perusahaan.
  - Mengusahakan dan menyelenggarakan pelatihan kepada seluruh karyawan, agar dapat berkembang dan bertumbuh sesuai dengan kapasitas kerja yang diinginkan.
  - Mengurus administrasi tenaga kerja terkait BPJS Ketenagakerjaan, BPJS Kesehatan, dan *payroll*.
  - Dalam kaitannya dengan supervisi legal, berhubungan dengan semua perizinan terkait usaha sudah dimiliki, memastikan dan memantau masalah hukum yang dapat mempengaruhi perusahaan, memastikan bahwa semua kerjasama perusahaan dengan pihak eksternal sudah sesuai dengan aturan perusahaan dan ada dokumen legal sebagai dasar kerjasama dan bisa digunakan untuk kepentingan hukum di kemudian hari, memastikan masa berlaku semua dokumen hukum masih valid.
4. *Chief Marketing Officer (CMO)*
- Berperan sebagai tulang punggung pendapatan fishWorld atau sebagai *channel* dari suara konsumen. CMO dituntut untuk mengetahui dan memahami konsumen, apa yang menjadi keinginan, kebutuhan, dan motivasi konsumen serta merancang strategi penjualan untuk menghasilkan keuntungan bagi perusahaan. CMO membuat rencana jangka pendek, menengah maupun panjang untuk pengembangan bisnis perusahaan serta bertanggung jawab atas risiko yang terjadi didalamnya. Beberapa tanggung jawab turunan dari fungsi CMO sebagai berikut:
- a. *Business Development*
- Melakukan riset pasar dan memahami produk dari perusahaan, kompetitor, dan posisi bisnis di dalam pasar

- Menyusun strategi penjualan yang komprehensif untuk mencapai target perusahaan.
- Melakukan promosi baik melalui digital marketing, gathering, datang langsung dan semua *resource* yang dimiliki perusahaan.
- Bekerjasama dengan *Creative & Digital Marketing* supaya produk perusahaan lebih dikenal segmen konsumen yang ditargetkan.

CMO Busdev akan dibantu oleh tim sales, berikut ini tugas dan tanggung jawab sales tim:

- Melakukan tugas *handle* dan mengatur penjualan *e-commerce*
- Bertanggung jawab atas harga dan stok dalam sistem *e-commerce*
- Mengembangkan dan melaksanakan strategi pemasaran digital yang inovatif, serta bertanggung jawab terhadap target penjualan *e-commerce*
- Mengupload/ *update* produk, informasi dan lain-lain pada platform *e-commerce*
- Melakukan digital marketing/ *advertising* pada google ads, FB ads, IG ads, SEO dan lain-lain
- Memastikan media kolateral yang digunakan untuk keperluan promosi
- Mengatur biaya *advertising* dan target market *e-commerce*
- Aktif dalam membalas pertanyaan dan permintaan yang masuk melalui website, email & social media
- Menganalisis & memantau pasar yang sedang berkembang serta dapat melaporkan hasilnya secara efektif.
- Berkoordinasi secara rutin dengan keuangan & kepala gudang.

b. *Creative & Digital Marketing Specialist*

- Memastikan website dan sosial media perusahaan sudah diberdayakan secara maksimal untuk menjangkau target konsumen seluas-luasnya.
- Memastikan *content* website dan sosial media sudah akurat dengan bekerja sama dengan *software engineer* dan *system engineer*.
- Membuat rencana digital marketing dan tahapannya, kemudian mengeksekusinya.
- Memastikan budget iklan dan promosi digunakan seefektif mungkin dan tepat guna.

- Mengevaluasi hasil dari kegiatan promosi.
- c. *Customer Service*
- Menerima, mendengarkan, dan menjawab keluhan, saran, dan kritik dari customer.
- Jika tidak bisa dijawab langsung karena memerlukan koordinasi dengan pihak internal, maka CS menyampaikan informasi kepada customer dengan baik dan memberikan estimasi tanggal jawaban.
- 5. *Chief Operating Officer (COO)*

Memiliki tanggung jawab sebagai berikut:

3. Mengelola dan mengarahkan tim operasi untuk mencapai target bisnis.
4. Mengembangkan atau memperbaiki prosedur standar untuk semua kegiatan operasional bisnis.
5. Mengelola, meningkatkan efektivitas dan efisiensi operasi perusahaan.
6. Membuat pengembangan operasi dalam jangka pendek, menengah, dan panjang.
7. Mengelola program jaminan kualitas/QC.
8. Meneliti teknologi baru dan metode alternatif efisiensi.
9. Mengawasi persediaan, distribusi barang dan tata letak fasilitas operasional.
10. Memprediksi segala risiko yang akan terjadi dan bertanggung jawab atas risiko tersebut.

Beberapa tanggung jawab turunan dari fungsi divisi operasional sebagai berikut:

- a. *Procurement*
- Membeli ikan dari pembudidaya dan nelayan.
- Bekerjasama dengan QC untuk memastikan kualitas ikan yang dibeli.
- Berkoordinasi dengan *warehouse* untuk memastikan bahwa persediaan ikan tidak *over capacity*.
- Mengevaluasi apakah pembelian yang dilakukan sudah tepat guna dan sesuai standar perusahaan.
- Memastikan supplier ikan yang dipakai tidak masuk ke *blacklist* perusahaan.
- b. *Processing*
- Melakukan perencanaan dan pengorganisasian jadwal produksi.
- Mengorganisir perbaikan dan pemeliharaan rutin peralatan produksi.



- Mengawasi proses produksi berjalan sesuai SOP.
  - Bekerjasama dengan tim procurement dan QC agar produksi berjalan sesuai jadwal.
- c. *Quality Control (QC)*
- Menetapkan standar kualitas ikan yang dijual.
  - Bertugas memastikan mutu ikan yang dijual baik dan sesuai standar perusahaan dengan cara menyortir dan mengecek sebelum ikan masuk ke *warehouse*.
- c. *Logistic*
- Menetapkan pihak-pihak untuk pengangkutan dan pengiriman order ikan.
  - Melakukan *tracking* atas pengiriman kepada pihak ketiga dalam pengiriman pesanan.
  - Melakukan pengiriman jika total order di bawah minimum order sesuai ketentuan yang berlaku.
  - Merencanakan atau melaksanakan manajemen sistem arus barang.
  - Mengatasi masalah transportasi, sistem logistik, dan isu-isu pelanggan
  - Menegosiasikan tarif transportasi atau jasa.
- d. *Warehouse*
- Menetapkan prosedur penyimpanan dan pengeluaran ikan di *warehouse* sesuai standar mutu.
  - Memastikan bahwa kondisi *warehouse* dan semua kelengkapannya bisa menyimpan ikan dengan baik.
  - Mengelola stok persediaan ikan dengan meninjau *forecast* dari penjualan.
  - Memastikan ikan yang masuk duluan adalah yang dikeluarkan duluan (FIFO – *first in first out*)

Untuk sistem manajemen stok FishWorld belum mengadakan divisi PPIC, untuk tugas yang berhubungan dengan PPIC fishWorld menerapkan sistem penyebaran tugas atau membagi tugas antar bagian di divisi COO, seperti di *procurement* berkoordinasi dengan *warehouse* untuk memastikan bahwa persediaan ikan tidak *over capacity*, bagian *warehouse* mengelola stok persediaan ikan dengan meninjau *forecast* dari penjualan, *processing* melakukan perencanaan dan pengorganisasian jadwal produksi, dan *logistic* merencanakan atau melaksanakan manajemen sistem arus barang.

LAMPIRAN 4: HASIL LAPORAN PENGECEKAN PLAGIAT

E-COMMERCE PERIKANAN FISHWORLD

ORIGINALITY REPORT



PRIMARY SOURCES

<b>1</b>	Submitted to UIN Syarif Hidayatullah Jakarta Student Paper	4%
<b>2</b>	kumparan.com Internet Source	<1%
<b>3</b>	kkp.go.id Internet Source	<1%
<b>4</b>	eprints.ums.ac.id Internet Source	<1%
<b>5</b>	www.mongabay.co.id Internet Source	<1%
<b>6</b>	digilib.uinsby.ac.id Internet Source	<1%
<b>7</b>	indonesia.go.id Internet Source	<1%
<b>8</b>	www.slideshare.net Internet Source	<1%
<b>9</b>	ojs.udb.ac.id Internet Source	<1%

<b>10</b>	www.merdeka.com Internet Source	<1%
<b>11</b>	lontar.ui.ac.id Internet Source	<1%
<b>12</b>	marlina0936.blogspot.com Internet Source	<1%
<b>13</b>	Submitted to Fakultas Ekonomi Universitas Indonesia Student Paper	<1%
<b>14</b>	Submitted to Universitas Mercu Buana Student Paper	<1%
<b>15</b>	www.cnnindonesia.com Internet Source	<1%
<b>16</b>	tekno.kompas.com Internet Source	<1%
<b>17</b>	text-id.123dok.com Internet Source	<1%
<b>18</b>	es.scribd.com Internet Source	<1%
<b>19</b>	repository.ipb.ac.id Internet Source	<1%
<b>20</b>	docobook.com Internet Source	<1%
<b>21</b>	id.scribd.com	<1%

	Internet Source	<1 %	32	www.kompas.com Internet Source	<1 %
22	www.antaranews.com Internet Source	<1 %	33	id.123dok.com Internet Source	<1 %
23	docplayer.info Internet Source	<1 %	34	katadata.co.id Internet Source	<1 %
24	Submitted to Universitas Pamulang Student Paper	<1 %	35	distribusipemasaran.com Internet Source	<1 %
25	repository.its.ac.id Internet Source	<1 %	36	irwantfiles.wordpress.com Internet Source	<1 %
26	Submitted to Universitas Kristen Satya Wacana Student Paper	<1 %	37	ukirama.com Internet Source	<1 %
27	repository.unair.ac.id Internet Source	<1 %	38	media.neliti.com Internet Source	<1 %
28	wartegburuh.wordpress.com Internet Source	<1 %	39	mediaindonesia.com Internet Source	<1 %
29	Submitted to Universitas Katolik Widya Mandala Student Paper	<1 %	40	repository.ub.ac.id Internet Source	<1 %
30	news.okezone.com Internet Source	<1 %	41	suciajrams.blogspot.com Internet Source	<1 %
31	perpajakan.ddtc.co.id Internet Source	<1 %	42	karyailmiah.unisba.ac.id Internet Source	<1 %
			43	pt.scribd.com Internet Source	<1 %

44	<a href="http://www.domainesia.com">www.domainesia.com</a> Internet Source	<1 %	56	<a href="http://repository.uinjkt.ac.id">repository.uinjkt.ac.id</a> Internet Source	<1 %
45	<a href="http://www.lemonilo.com">www.lemonilo.com</a> Internet Source	<1 %	57	<a href="http://www.cityofsantacruz.com">www.cityofsantacruz.com</a> Internet Source	<1 %
46	<a href="http://oc.opencl.org">oc.opencl.org</a> Internet Source	<1 %	58	<a href="http://www.journal.umuslim.ac.id">www.journal.umuslim.ac.id</a> Internet Source	<1 %
47	<a href="http://www.beritasatu.com">www.beritasatu.com</a> Internet Source	<1 %	59	Submitted to SDM Universitas Gadjah Mada Student Paper	<1 %
48	<a href="http://www.kompasiana.com">www.kompasiana.com</a> Internet Source	<1 %	60	<a href="http://ejournal.uin-suka.ac.id">ejournal.uin-suka.ac.id</a> Internet Source	<1 %
49	<a href="http://www.repository.uinjkt.ac.id">www.repository.uinjkt.ac.id</a> Internet Source	<1 %	61	<a href="http://gonet.co.id">gonet.co.id</a> Internet Source	<1 %
50	<a href="http://de3perikanan.blogspot.com">de3perikanan.blogspot.com</a> Internet Source	<1 %	62	<a href="http://journal.ikopin.ac.id">journal.ikopin.ac.id</a> Internet Source	<1 %
51	<a href="http://insight.kontan.co.id">insight.kontan.co.id</a> Internet Source	<1 %	63	<a href="http://kumacart.com">kumacart.com</a> Internet Source	<1 %
52	<a href="http://tuturlogi.ub.ac.id">tuturlogi.ub.ac.id</a> Internet Source	<1 %	64	<a href="http://eprints.undip.ac.id">eprints.undip.ac.id</a> Internet Source	<1 %
53	<a href="http://idoc.pub">idoc.pub</a> Internet Source	<1 %	65	<a href="http://www.scribd.com">www.scribd.com</a> Internet Source	<1 %
54	<a href="http://repository.stieykpn.ac.id">repository.stieykpn.ac.id</a> Internet Source	<1 %	66	Submitted to Universitas Airlangga Student Paper	<1 %
55	<a href="http://www.konsultaniso17025.com">www.konsultaniso17025.com</a> Internet Source	<1 %	67	Submitted to Universitas Jember Student Paper	<1 %

68	<a href="http://docplayer.net">docplayer.net</a> Internet Source	<1 %	80	<a href="http://rumusrumus.com">rumusrumus.com</a> Internet Source	<1 %
69	<a href="http://kuliahiavblog.blogspot.com">kuliahiavblog.blogspot.com</a> Internet Source	<1 %	81	<a href="http://www.cnbcindonesia.com">www.cnbcindonesia.com</a> Internet Source	<1 %
70	<a href="http://m.suarakarya.id">m.suarakarya.id</a> Internet Source	<1 %	82	<a href="http://minapoli.com">minapoli.com</a> Internet Source	<1 %
71	<a href="http://tirto.id">tirto.id</a> Internet Source	<1 %	83	Submitted to University of Birmingham Student Paper	<1 %
72	<a href="http://aidsbali.org">aidsbali.org</a> Internet Source	<1 %	84	Yuliani Yuliani, Rasyid Hs Umrie, Samadi W Bakar. "Peningkatan Literasi Keuangan melalui Inovasi Si Apik bagi UMK Desa Tanjung Raya Kabupaten Lahat", J-ABDIPAMAS (Jurnal Pengabdian Kepada Masyarakat), 2020 Publication	<1 %
73	<a href="http://cdn.cse.lk">cdn.cse.lk</a> Internet Source	<1 %	85	<a href="http://id.wikipedia.org">id.wikipedia.org</a> Internet Source	<1 %
74	<a href="http://kharismaabi.wordpress.com">kharismaabi.wordpress.com</a> Internet Source	<1 %	86	<a href="http://www.ejournal.warmadewa.ac.id">www.ejournal.warmadewa.ac.id</a> Internet Source	<1 %
75	<a href="http://makalah-xyz.blogspot.com">makalah-xyz.blogspot.com</a> Internet Source	<1 %	87	<a href="http://www.jurnal.id">www.jurnal.id</a> Internet Source	<1 %
76	<a href="http://stockistnasa.net">stockistnasa.net</a> Internet Source	<1 %	88	<a href="http://www.neliti.com">www.neliti.com</a> Internet Source	<1 %
77	<a href="http://123dok.com">123dok.com</a> Internet Source	<1 %	89	<a href="http://www.suamerdeka.com">www.suamerdeka.com</a> Internet Source	<1 %
78	<a href="http://arebyne.wordpress.com">arebyne.wordpress.com</a> Internet Source	<1 %			
79	<a href="http://repository.usu.ac.id">repository.usu.ac.id</a> Internet Source	<1 %			

90	Submitted to Universitas Brawijaya Student Paper	<1 %		
91	Submitted to Universitas Islam Indonesia Student Paper	<1 %	102	naturalgasnb.com Internet Source
92	partipost.com Internet Source	<1 %	103	www.lontar.ui.ac.id Internet Source
93	undebugable.wordpress.com Internet Source	<1 %	104	david47e.blogstudent.mb.ipb.ac.id Internet Source
94	Submitted to Universitas Nasional Student Paper	<1 %	105	fr.scribd.com Internet Source
95	Submitted to University of Nottingham Student Paper	<1 %	106	journal.universitassuryadarma.ac.id Internet Source
96	Submitted to Vlerick Leuvin Gent Management School Student Paper	<1 %	107	www.labmutu.com Internet Source
97	konsultasiskripsi.com Internet Source	<1 %	108	dinkes.sultraprov.go.id Internet Source
98	repository.radenintan.ac.id Internet Source	<1 %	109	pacificpaint.com Internet Source
99	Submitted to Waikato University Student Paper	<1 %	110	pshk.or.id Internet Source
100	archive.org Internet Source	<1 %	111	repository.uksw.edu Internet Source
101	lifepal.co.id Internet Source		112	repository.unmuhjember.ac.id Internet Source

113	<a href="http://www.bvmarketdata.com">www.bvmarketdata.com</a> Internet Source	<1 %	125	<a href="http://ejurnal.untag-smd.ac.id">ejurnal.untag-smd.ac.id</a> Internet Source	<1 %
114	<a href="http://www.coursehero.com">www.coursehero.com</a> Internet Source	<1 %	126	<a href="http://epdf.pub">epdf.pub</a> Internet Source	<1 %
115	<a href="http://www.duniakaryawan.com">www.duniakaryawan.com</a> Internet Source	<1 %	127	<a href="http://eprints.iain-surakarta.ac.id">eprints.iain-surakarta.ac.id</a> Internet Source	<1 %
116	<a href="http://www.kirai.web.id">www.kirai.web.id</a> Internet Source	<1 %	128	<a href="http://firdafaizatulqomariyah.wordpress.com">firdafaizatulqomariyah.wordpress.com</a> Internet Source	<1 %
117	<a href="http://www.nawadwipa.co.id">www.nawadwipa.co.id</a> Internet Source	<1 %	129	<a href="http://iesp.ulm.ac.id">iesp.ulm.ac.id</a> Internet Source	<1 %
118	<a href="http://www.pse.com.ph">www.pse.com.ph</a> Internet Source	<1 %	130	<a href="http://impacs-inter.dcs.aber.ac.uk">impacs-inter.dcs.aber.ac.uk</a> Internet Source	<1 %
119	Submitted to Binus University International Student Paper	<1 %	131	<a href="http://indonesiaindonesia.com">indonesiaindonesia.com</a> Internet Source	<1 %
120	<a href="http://adoc.pub">adoc.pub</a> Internet Source	<1 %	132	<a href="http://journals.telkomuniversity.ac.id">journals.telkomuniversity.ac.id</a> Internet Source	<1 %
121	<a href="http://ayamkriuk4.blogspot.com">ayamkriuk4.blogspot.com</a> Internet Source	<1 %	133	<a href="http://n21.ac-id.net">n21.ac-id.net</a> Internet Source	<1 %
122	<a href="http://bondlinkcdn.com">bondlinkcdn.com</a> Internet Source	<1 %	134	<a href="http://qdoc.tips">qdoc.tips</a> Internet Source	<1 %
123	<a href="http://chineserestaurantbusinessplan.com">chineserestaurantbusinessplan.com</a> Internet Source	<1 %	135	<a href="http://raftingoutbound.wordpress.com">raftingoutbound.wordpress.com</a> Internet Source	<1 %
124	<a href="http://edoc.pub">edoc.pub</a> Internet Source	<1 %	136	<a href="http://www.bloggars.com">www.bloggars.com</a> Internet Source	<1 %

137	www.careerjet.co.id Internet Source	<1 %
138	www.jogloabang.com Internet Source	<1 %
139	www.jurnalpertanianumpar.com Internet Source	<1 %
140	www.pelitabanten.com Internet Source	<1 %
141	www.repository.trisakti.ac.id Internet Source	<1 %
142	Abdurrahman Abdurrahman. "Faktor-Faktor Yang Mempengaruhi Keputusan Pembelian Air Mineral Dalam Kemasan Merek Dharma (Studi Kasus pada Konsumen CV. Bahana Tirta Alam Maritim di Kabupaten Sumbawa Besar)", Target : Jurnal Manajemen Bisnis, 2019 Publication	<1 %
143	pajaknasional.wordpress.com Internet Source	<1 %

Exclude quotes Off      Exclude matches Off  
 Exclude bibliography Off