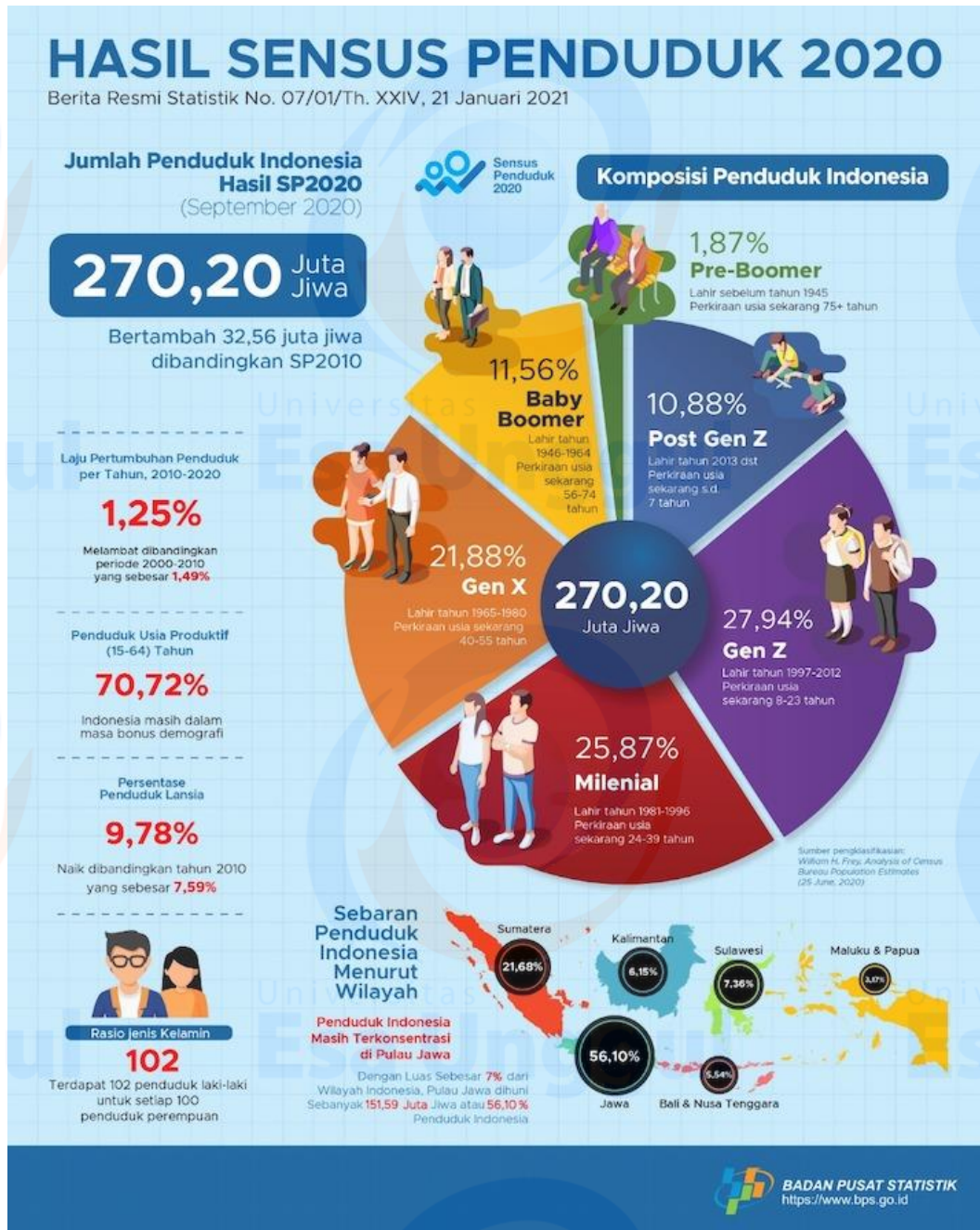




LAMPIRAN

Lampiran 5. 1 Hasil sensus penduduk 2020



Sumber : bps.go.id, 2021

Lampiran 5. 2 Gaya Hidup setiap generasi

Generasi Z	Generasi Millennial	Generasi X	Generasi Baby Boomers
1. Konsumtif 2. Inovatif 3. Lebih senang berbelanja online 4. Bergantung pada teknologi	1. Didorong kecepatan dan variasi 2. Tidak peduli dengan merek 3. Senang untuk kupon dan diskon 4. Banyak keinginan	1. Pikiran lebih maju 2. Mementingkan membeli properti 3. Tidak mudah dirayu dengan iklan	1. Kompetitif 2. Setia pada merek

Sumber : Tim Penulis, 2021

Lampiran 5. 3 Rata-rata pendapatan bersih sebulan pekerja bebas menurut provinsi dan kelompok umur (ribu rupiah) 2021

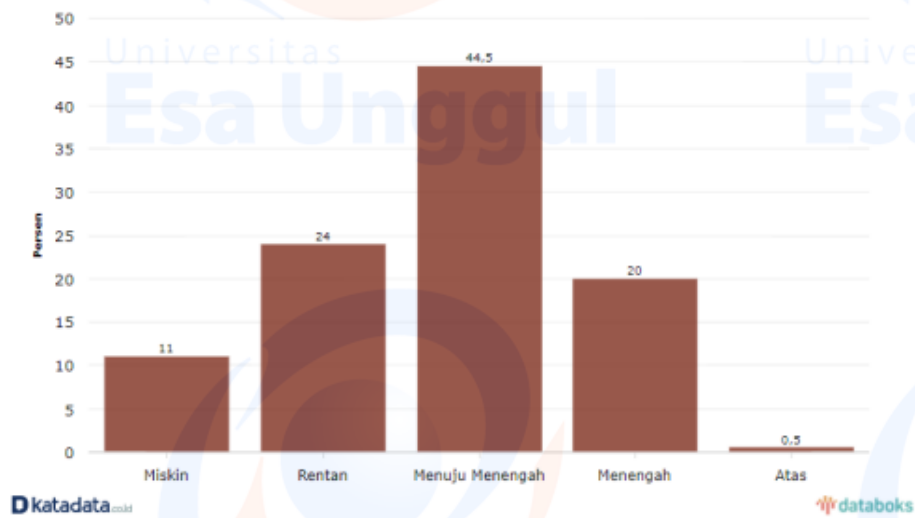
Provinsi	Februari 2021			Jumlah
	Kelompok Umur			
	15-24	25-54	55+	
(1)	(2)	(3)	(4)	(5)
Aceh	1 039,1	1 269,6	1 350,9	1 248,5
Sumatera Utara	1 235,8	1 560,9	1 431,3	1 492,0
Sumatera Barat	1 117,1	1 413,4	1 272,9	1 362,4
Riau	1 287,4	1 491,7	1 320,4	1 457,7
Jambi	1 268,1	1 703,8	1 826,0	1 680,9
Sumatera Selatan	1 307,7	1 533,2	1 255,2	1 462,8
Bengkulu	970,5	1 436,7	1 767,0	1 424,5
Lampung	1 196,7	1 487,6	1 358,8	1 434,4
Kepulauan Bangka Belitung	1 334,4	1 563,5	1 339,1	1 508,1
Kepulauan Riau	1 529,9	2 389,6	2 248,6	2 305,4
DKI Jakarta	1 947,3*	2 008,4	1 405,4	1 905,3
Jawa Barat	1 230,0	1 384,6	1 113,4	1 315,8
Jawa Tengah	1 277,2	1 456,0	1 044,6	1 345,1
DI Yogyakarta	695,6	1 304,2	857,2	1 155,8
Jawa Timur	1 406,2	1 380,0	1 113,5	1 313,9
Banten	1 308,5	1 667,0	1 668,0	1 636,7
Bali	1 108,4	1 734,2	1 323,6	1 578,9
Nusa Tenggara Barat	963,8	1 103,2	807,5	1 041,6
Nusa Tenggara Timur	685,4	783,2	577,1	743,0
Kalimantan Barat	974,1	1 435,1	1 182,1	1 352,7
Kalimantan Tengah	1 541,5	2 174,4	1 715,0	2 053,3
Kalimantan Selatan	1 214,2	1 597,9	1 240,7	1 442,6
Kalimantan Timur	1 484,9	1 990,5	1 596,7	1 886,8
Kalimantan Utara	1 108,2*	1 623,2	275,0	1 463,1
Sulawesi Utara	1 225,1	1 607,6	1 633,3	1 579,2
Sulawesi Tengah	1 184,8	1 317,4	883,4	1 247,4
Sulawesi Selatan	1 068,9	1 599,0	999,2	1 462,8
Sulawesi Tenggara	1 277,7	1 770,2	1 264,9*	1 599,1
Gorontalo	1 083,0	1 170,2	915,7	1 113,7
Sulawesi Barat	939,9	1 273,5	466,3*	1 102,0
Maluku	1 648,3*	1 376,8	852,1*	1 331,4
Maluku Utara	1 255,8	1 328,5	791,9	1 232,5
Papua Barat	1 643,7	2 132,6	288,4*	1 944,5
Papua	1 283,7*	2 436,4	758,4	1 748,6
Indonesia	1 221,2	1 455,6	1 168,2	1 377,8

Lampiran 5. 4 Kelompok penduduk berdasarkan tingkat pengeluarannya

Kelompok Penduduk Indonesia Terbesar Dilihat dari Tingkat Pengeluarannya

Persentase Jumlah Penduduk Indonesia berdasarkan Tingkat Pengeluaran (2016)

Sumber : World Bank, 30 Januari 2020



Lampiran 5. 5 Proyeksi Revenue Stream per Bulan selama 5 Tahun

Tahun 1

Perencanaan Persediaan	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Unit Terjual												
Mass Product Original	50,400	50,400	50,400	50,400	50,400	50,400	50,400	50,400	50,400	50,400	50,400	50,400
Mass Product Mix	12,600	12,600	12,600	12,600	12,600	12,600	12,600	12,600	12,600	12,600	12,600	12,600
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Total Unit Terjual	63,000	63,000	63,000	63,000	63,000	63,000	63,000	63,000	63,000	63,000	63,000	63,000
Harga / Unit (Rp)												
Mass Product Original	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000
Mass Product Mix	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Penjualan / Type (Rp)												
Mass Product	352,800,000	352,800,000	352,800,000	352,800,000	352,800,000	352,800,000	352,800,000	352,800,000	352,800,000	352,800,000	352,800,000	352,800,000
Mass Product Mix	94,500,000	94,500,000	94,500,000	94,500,000	94,500,000	94,500,000	94,500,000	94,500,000	94,500,000	94,500,000	94,500,000	94,500,000
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Total Penjualan (Rp)	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000

Tahun 2

Perencanaan Persediaan	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Unit Terjual												
Mass Product Original	80,640	80,640	80,640	80,640	80,640	80,640	80,640	80,640	80,640	80,640	80,640	80,640
Mass Product Mix	20,160	20,160	20,160	20,160	20,160	20,160	20,160	20,160	20,160	20,160	20,160	20,160
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Total Unit Terjual	100,800	100,800	100,800	100,800	100,800	100,800	100,800	100,800	100,800	100,800	100,800	100,800
Harga / Unit (Rp)												
Mass Product Original	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000
Mass Product Mix	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Penjualan / Type (Rp)												
Mass Product	564,480,000	564,480,000	564,480,000	564,480,000	564,480,000	564,480,000	564,480,000	564,480,000	564,480,000	564,480,000	564,480,000	564,480,000
Mass Product Mix	151,200,000	151,200,000	151,200,000	151,200,000	151,200,000	151,200,000	151,200,000	151,200,000	151,200,000	151,200,000	151,200,000	151,200,000
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Total Penjualan (Rp)	715,680,000	715,680,000	715,680,000	715,680,000	715,680,000	715,680,000	715,680,000	715,680,000	715,680,000	715,680,000	715,680,000	715,680,000

Tahun 3

Perencanaan Persediaan	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Unit Terjual												
Mass Product Original	129,024	129,024	129,024	129,024	129,024	129,024	129,024	129,024	129,024	129,024	129,024	129,024
Mass Product Mix	32,256	32,256	32,256	32,256	32,256	32,256	32,256	32,256	32,256	32,256	32,256	32,256
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Total Unit Terjual	161,280	161,280	161,280	161,280	161,280	161,280	161,280	161,280	161,280	161,280	161,280	161,280
Harga / Unit (Rp)												
Mass Product Original	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350
Mass Product Mix	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Penjualan / Type (Rp)												
Mass Product	948,326,400	948,326,400	948,326,400	948,326,400	948,326,400	948,326,400	948,326,400	948,326,400	948,326,400	948,326,400	948,326,400	948,326,400
Mass Product Mix	254,016,000	254,016,000	254,016,000	254,016,000	254,016,000	254,016,000	254,016,000	254,016,000	254,016,000	254,016,000	254,016,000	254,016,000
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Total Penjualan (Rp)	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400

Tahun 4

Perencanaan Persediaan	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Unit Terjual												
Mass Product Original	206,438.40	206,438.40	206,438.40	206,438.40	206,438.40	206,438.40	206,438.40	206,438.40	206,438.40	206,438.40	206,438.40	206,438.40
Mass Product Mix	51,609.60	51,609.60	51,609.60	51,609.60	51,609.60	51,609.60	51,609.60	51,609.60	51,609.60	51,609.60	51,609.60	51,609.60
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Total Unit Terjual	258,048	258,048	258,048	258,048	258,048	258,048	258,048	258,048	258,048	258,048	258,048	258,048
Harga / Unit (Rp)												
Mass Product Original	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350
Mass Product Mix	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Penjualan / Type (Rp)												
Mass Product	1,517,322,240	1,517,322,240	1,517,322,240	1,517,322,240	1,517,322,240	1,517,322,240	1,517,322,240	1,517,322,240	1,517,322,240	1,517,322,240	1,517,322,240	1,517,322,240
Mass Product Mix	406,425,600	406,425,600	406,425,600	406,425,600	406,425,600	406,425,600	406,425,600	406,425,600	406,425,600	406,425,600	406,425,600	406,425,600
Family Pack 1L	-	-	-	-	-	-	-	-	-	-	-	-
Total Penjualan (Rp)	1,923,747,840	1,923,747,840	1,923,747,840	1,923,747,840	1,923,747,840	1,923,747,840	1,923,747,840	1,923,747,840	1,923,747,840	1,923,747,840	1,923,747,840	1,923,747,840

Tahun 5

Perencanaan Persediaan	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Unit Terjual												
Mass Product Original	330,301.44	330,301.44	330,301.44	330,301.44	330,301.44	330,301.44	330,301.44	330,301.44	330,301.44	330,301.44	330,301.44	330,301.44
Mass Product Mix	82,575.36	82,575.36	82,575.36	82,575.36	82,575.36	82,575.36	82,575.36	82,575.36	82,575.36	82,575.36	82,575.36	82,575.36
Family Pack 1L	16,515.07	16,515.07	16,515.07	16,515.07	16,515.07	16,515.07	16,515.07	16,515.07	16,515.07	16,515.07	16,515.07	16,515.07
Total Unit Terjual	429,392	429,392	429,392	429,392	429,392	429,392	429,392	429,392	429,392	429,392	429,392	429,392
Harga / Unit (Rp)												
Mass Product Original	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350
Mass Product Mix	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875	7,875
Family Pack 1L	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500
Penjualan / Type (Rp)												
Mass Product	2,427,715,584	2,427,715,584	2,427,715,584	2,427,715,584	2,427,715,584	2,427,715,584	2,427,715,584	2,427,715,584	2,427,715,584	2,427,715,584	2,427,715,584	2,427,715,584
Mass Product Mix	650,280,960	650,280,960	650,280,960	650,280,960	650,280,960	650,280,960	650,280,960	650,280,960	650,280,960	650,280,960	650,280,960	650,280,960
Family Pack 1L	206,438,400	206,438,400	206,438,400	206,438,400	206,438,400	206,438,400	206,438,400	206,438,400	206,438,400	206,438,400	206,438,400	206,438,400
Total Penjualan (Rp)	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944

Lampiran 5. 6 Rincian Biaya Marketing per Bulan selama 5 Tahun

Tahun 1

Biaya Pemasaran (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Digital Marketing	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000
Sales Promotion	19,681,200	19,681,200	19,681,200	19,681,200	19,681,200	19,681,200	19,681,200	19,681,200	19,681,200	19,681,200	19,681,200	19,681,200
Publication	13,419,000	13,419,000	13,419,000	13,419,000	13,419,000	13,419,000	13,419,000	13,419,000	13,419,000	13,419,000	13,419,000	13,419,000
Advertising	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000
Event	16,102,800	16,102,800	16,102,800	16,102,800	16,102,800	16,102,800	16,102,800	16,102,800	16,102,800	16,102,800	16,102,800	16,102,800
Partnership	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800
Marketing Support Tools	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200
Total	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000

Tahun 2

Biaya Pemasaran (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Digital Marketing	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800	7,156,800
Sales Promotion	31,489,920	31,489,920	31,489,920	31,489,920	31,489,920	31,489,920	31,489,920	31,489,920	31,489,920	31,489,920	31,489,920	31,489,920
Publication	21,470,400	21,470,400	21,470,400	21,470,400	21,470,400	21,470,400	21,470,400	21,470,400	21,470,400	21,470,400	21,470,400	21,470,400
Advertising	28,627,200	28,627,200	28,627,200	28,627,200	28,627,200	28,627,200	28,627,200	28,627,200	28,627,200	28,627,200	28,627,200	28,627,200
Event	25,764,480	25,764,480	25,764,480	25,764,480	25,764,480	25,764,480	25,764,480	25,764,480	25,764,480	25,764,480	25,764,480	25,764,480
Partnership	11,450,880	11,450,880	11,450,880	11,450,880	11,450,880	11,450,880	11,450,880	11,450,880	11,450,880	11,450,880	11,450,880	11,450,880
Marketing Support Tools	17,176,320	17,176,320	17,176,320	17,176,320	17,176,320	17,176,320	17,176,320	17,176,320	17,176,320	17,176,320	17,176,320	17,176,320
Total	143,136,000	143,136,000	143,136,000	143,136,000	143,136,000	143,136,000	143,136,000	143,136,000	143,136,000	143,136,000	143,136,000	143,136,000

Tahun 3

Biaya Pemasaran (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Digital Marketing	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424
Sales Promotion	52,903,066	52,903,066	52,903,066	52,903,066	52,903,066	52,903,066	52,903,066	52,903,066	52,903,066	52,903,066	52,903,066	52,903,066
Publication	36,070,272	36,070,272	36,070,272	36,070,272	36,070,272	36,070,272	36,070,272	36,070,272	36,070,272	36,070,272	36,070,272	36,070,272
Advertising	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696
Event	43,284,326	43,284,326	43,284,326	43,284,326	43,284,326	43,284,326	43,284,326	43,284,326	43,284,326	43,284,326	43,284,326	43,284,326
Partnership	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478
Marketing Support Tools	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218
Total	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480

Tahun 4

Biaya Pemasaran (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Digital Marketing	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478	19,237,478
Sales Promotion	84,644,905	84,644,905	84,644,905	84,644,905	84,644,905	84,644,905	84,644,905	84,644,905	84,644,905	84,644,905	84,644,905	84,644,905
Publication	57,712,435	57,712,435	57,712,435	57,712,435	57,712,435	57,712,435	57,712,435	57,712,435	57,712,435	57,712,435	57,712,435	57,712,435
Advertising	76,949,914	76,949,914	76,949,914	76,949,914	76,949,914	76,949,914	76,949,914	76,949,914	76,949,914	76,949,914	76,949,914	76,949,914
Event	69,254,922	69,254,922	69,254,922	69,254,922	69,254,922	69,254,922	69,254,922	69,254,922	69,254,922	69,254,922	69,254,922	69,254,922
Partnership	30,779,965	30,779,965	30,779,965	30,779,965	30,779,965	30,779,965	30,779,965	30,779,965	30,779,965	30,779,965	30,779,965	30,779,965
Marketing Support Tools	46,169,948	46,169,948	46,169,948	46,169,948	46,169,948	46,169,948	46,169,948	46,169,948	46,169,948	46,169,948	46,169,948	46,169,948
Total	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568

Tahun 5

Biaya Pemasaran (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Digital Marketing	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349
Sales Promotion	144,515,138	144,515,138	144,515,138	144,515,138	144,515,138	144,515,138	144,515,138	144,515,138	144,515,138	144,515,138	144,515,138	144,515,138
Publication	98,533,048	98,533,048	98,533,048	98,533,048	98,533,048	98,533,048	98,533,048	98,533,048	98,533,048	98,533,048	98,533,048	98,533,048
Advertising	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398
Event	118,239,658	118,239,658	118,239,658	118,239,658	118,239,658	118,239,658	118,239,658	118,239,658	118,239,658	118,239,658	118,239,658	118,239,658
Partnership	52,550,959	52,550,959	52,550,959	52,550,959	52,550,959	52,550,959	52,550,959	52,550,959	52,550,959	52,550,959	52,550,959	52,550,959
Marketing Support Tools	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439
Total	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989

Lampiran 6. 1 Rincian Biaya Operasional per Bulan selama 5 Tahun

Tahun 1

Biaya Operasional (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Biaya Listrik	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000
Biaya Air	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333
Biaya telephone & Internet	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667
Biaya utilitas lainnya	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333
Biaya Kendaraan	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667
Biaya Perawatan peralatan	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333
Biaya Pemeliharaan gedung	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333
Biaya ATK, Cetakan, keperluan kantor lainnya	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667
Biaya Perijinan	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000
Biaya sewa gedung	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333
Biaya G&A lainnya	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000
Total	91,666,667	91,666,667	91,666,667	91,666,667	91,666,667	91,666,667	91,666,667	91,666,667	91,666,667	91,666,667	91,666,667	91,666,667

Tahun 2

Biaya Operasional	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Biaya Listrik	11,550,000	11,550,000	11,550,000	11,550,000	11,550,000	11,550,000	11,550,000	11,550,000	11,550,000	11,550,000	11,550,000	11,550,000
Biaya Air	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000
Biaya telephone & Internet	12,512,500	12,512,500	12,512,500	12,512,500	12,512,500	12,512,500	12,512,500	12,512,500	12,512,500	12,512,500	12,512,500	12,512,500
Biaya utilitas lainnya	4,812,500	4,812,500	4,812,500	4,812,500	4,812,500	4,812,500	4,812,500	4,812,500	4,812,500	4,812,500	4,812,500	4,812,500
Biaya Kendaraan	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500
Biaya Perawatan peralatan	10,587,500	10,587,500	10,587,500	10,587,500	10,587,500	10,587,500	10,587,500	10,587,500	10,587,500	10,587,500	10,587,500	10,587,500
Biaya Pemeliharaan gedung	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000	7,700,000
Biaya ATK, Cetakan, keperluan kantor lainnya	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500	6,737,500
Biaya Perijinan	8,662,500	8,662,500	8,662,500	8,662,500	8,662,500	8,662,500	8,662,500	8,662,500	8,662,500	8,662,500	8,662,500	8,662,500
Biaya sewa gedung	13,475,000	13,475,000	13,475,000	13,475,000	13,475,000	13,475,000	13,475,000	13,475,000	13,475,000	13,475,000	13,475,000	13,475,000
Biaya G&A lainnya	5,775,000	5,775,000	5,775,000	5,775,000	5,775,000	5,775,000	5,775,000	5,775,000	5,775,000	5,775,000	5,775,000	5,775,000
Total	96,250,000	96,250,000	96,250,000	96,250,000	96,250,000	96,250,000	96,250,000	96,250,000	96,250,000	96,250,000	96,250,000	96,250,000

Tahun 3

Biaya Operasional	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Biaya Listrik	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500
Biaya Air	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000
Biaya telephone & Internet	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125
Biaya utilitas lainnya	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125
Biaya Kendaraan	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375
Biaya Perawatan peralatan	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875
Biaya Pemeliharaan gedung	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000
Biaya ATK, Cetak, keperluan kantor lainnya	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375
Biaya Perijinan	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625
Biaya sewa gedung	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750
Biaya G&A lainnya	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750
Total	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500

Tahun 4

Biaya Operasional	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Biaya Listrik	12,733,875	12,733,875	12,733,875	12,733,875	12,733,875	12,733,875	12,733,875	12,733,875	12,733,875	12,733,875	12,733,875	12,733,875
Biaya Air	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250
Biaya telephone & Internet	13,795,031	13,795,031	13,795,031	13,795,031	13,795,031	13,795,031	13,795,031	13,795,031	13,795,031	13,795,031	13,795,031	13,795,031
Biaya utilitas lainnya	5,305,781	5,305,781	5,305,781	5,305,781	5,305,781	5,305,781	5,305,781	5,305,781	5,305,781	5,305,781	5,305,781	5,305,781
Biaya Kendaraan	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094
Biaya Perawatan peralatan	11,672,719	11,672,719	11,672,719	11,672,719	11,672,719	11,672,719	11,672,719	11,672,719	11,672,719	11,672,719	11,672,719	11,672,719
Biaya Pemeliharaan gedung	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250	8,489,250
Biaya ATK, Cetak, keperluan kantor lainnya	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094	7,428,094
Biaya Perijinan	9,550,406	9,550,406	9,550,406	9,550,406	9,550,406	9,550,406	9,550,406	9,550,406	9,550,406	9,550,406	9,550,406	9,550,406
Biaya sewa gedung	14,856,188	14,856,188	14,856,188	14,856,188	14,856,188	14,856,188	14,856,188	14,856,188	14,856,188	14,856,188	14,856,188	14,856,188
Biaya G&A lainnya	6,366,938	6,366,938	6,366,938	6,366,938	6,366,938	6,366,938	6,366,938	6,366,938	6,366,938	6,366,938	6,366,938	6,366,938
Total	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625

Tahun 5

Biaya Operasional	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Biaya Listrik	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569
Biaya Air	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713
Biaya telephone & Internet	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783
Biaya utilitas lainnya	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070
Biaya Kendaraan	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498

Biaya Perawatan peralatan	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355
Biaya Pemeliharaan gedung	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713
Biaya ATK, Cetakan, keperluan kantor lainnya	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498
Biaya Perijinan	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927
Biaya sewa gedung	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997
Biaya G&A lainnya	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284
Total	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406

Lampiran 6. 2 Supplier Bahan Baku di Subang

No	Nama Kelompok	No. Register Kab. Subang	Alamat	Nama Ketua
1	Mekar Saluyu	32/13/020/016/KTH.41914/2019	Kp. Cicariu	U. Dadang
2	Rangga Jaya	32/13/021/007/KTH.41915/2019	Kp. Cilimus	Don Taryadi
3	Tegal Eurih	32/13/060/002/KTH.41919/2002	Kp. Cikareo RT RW Desa Sadawarna Kecamatan Cibogo	Ano
4	KTH Mekar Jaya	32/13/060/008/KTH.41920/2004	Kp. Cibalandong RT RW Desa Cibalandong Jaya Kecamatan Cibogo	Edi Suhendar
5	Lestari	32/13/220/007/KTH.41930/2015	Desa Langensari, Kecamatan Blanakan, Kabupaten Subang, Jawa Barat	Samsudin
6	Tanjung Makmur	32/13/020/008/KTH.41970/2019	Kp. Sarireja	H Bandi
7	Subur Makmur	32/13/021/005/KTH.41977/2019	Kp. Banceuy	Adang Didi
8	Rangga Mukti	32/13/070/005/KTH.41978/0000	Subang – Cigadung	Lalang
9	Sukatani	32/13/090/008/KTH.42001/2005	Cipeundeuy – Karangmukti	Kadori
10	Cikuda hijau	32/13/070/012/KTH.42010/2012	Kp. Wanareja Gg Cibiru I RT 004/02 Kel. Wanareja Kec. Subang Kab. Subang	Oom
11	Cipancuh	32/13/060/004/KTH.42038/0000	Cibogo - Pada Asih	Udin K
12	Lestari Makmur	32/13/020/013/KTH.58470/2019	kampung kumpay Tua	Apud Saepudin
13	Mapa Laja	32/13/020/015/KTH.58471/2019	Kp. Ciseuti	Dadang Sopyan
14	Tani Mekar	32/13/020/007/KTH.58472/2019	Kp. Tarikolot	Emid
15	Tani Lestari	32/13/020/014/KTH.58473/2019	Kp. Tambakan	Aang Afandi
16	KTH Wana Lestari	32/13/021/001/KTH.58474/2019	Kp. Cibeusi	Atang Suryana
17	KTH Subur Mukti	32/13/020/007/KTH.58475/2019	Kp. Kertamukti	Wahyu
18	KTH Batu Alam	32/13/011/006/KTH.59297/2012	Kp. Batukarut RT 05/01	Hadi
19	Mekarsari V	32/13/090/003/KTH./2000	Dusun Cihuni RT. 11 RW.04	Endang R

No	Nama Kelompok	No. Register Kab. Subang	Alamat	Nama Ketua
20	Cibanjuran	32/13/090/004/KTH./2017	Kp. Cikuda RT. 22 RW. 06	Wasli
21	Maju Jaya	32/13/090/004/KTH./2015	Kp. Lengkong 1	Ade Nana S
22	Karya Mekar	32/13/090/006/KTH./2005	Kp. Wantilan RT.03 RW. 02	Suhayim
23	Sri Mulya I	32/13/090/009/KTH./2005	Kp. Kosar I RT.04 RW.02	Iman
24	Mutiara	32/13/141/003/KTH.59533/2019	Dusun Cikaret RT.20 RW. 08	Cucu Sukarsih
25	KTH Mukti Jaya I	32/13/070/001/KTH.61158/2011	Kp. Parung Girang RT 29 RW 08 Kelurahan Parung Kecamatan Subang	Dayat Sudrajat
26	KTH Reunghas	32/13/070/001/KTH.63191/2010	Parung Tengah RT 22 RW 07 Kelurahan Parung	Yaya Suhaya
27	Bina Tani Kreatif	32/13/070/006/KTH.63192/2018	Kp Cibogo RT 49 RW 18 Kelurahan Dangdeur Subang	Teddy Koswara
28	Dewi Rengganis	32/13/070/005/KTH./2019	Blok. Cekdam Ranggawulung RT 16 RW 11 Kelurahan Cigadung Subang	Alan
29	Bina Mandiri	32/13/070/006/KTH./2019	Bunder RT RW Kelurahan Dangduer	Abdul Halim
30	Barokah	32/13/070/006/KTH.63195/2015	Tegal Kalapa RT 17 RW 10 Kelurahan Dangdeur Subang	Rahmat Priatna
31	Katiga	32/13/070/012/KTH./2012	Wanareja RT 09 RW 03 Kelurahan Wanareja Subang	Karmo Sudarmo
32	Cikuda Hijau	32/13/070/012/KTH./2011	Wanareja RT 11 RW 03 Kelurahan Wanareja Subang	Misto Oom
33	KTH Tani Mukti	32/13/140/018/KTH.63301/2021	Jl. E. Ranggadipa ,jabong	Kirman
34	TEGAL UNGGUT	32/13/140/016/KTH./2020	Kp. Sukajaya RT. 031, RW. 009 Desa Pagaden Kac. Pagaden Kab. Subang	Ujang Kurnia
35	KTH Bulansari	32/13/070/002/KTH./2016	Kp. bulansari Kel. pasirkareumbi Kec, Subang Kab, Subang	Engkos
36	Cinta Laksana	32/13/090/003/KTH./2017	Dusun Cihuni RT.011/RW.004 Desa Cimayasari Kecamatan Cipeundeuy Kab. Subang	Endang R

Lampiran 6. 3 Perhitungan Kandungan gizi

Perhitungan Kandungan gizi produk Sari Buah Nanas @1 liter dan @250ml

Bahan pangan	Berat @1 liter	Berat @250ml	BDD (%)
Nanas	2.5 kg	625 g	53 %
Apel	530 g	133 g	88 %
Mangga	530 g	133 g	65 %
Jeruk	530 g	133 g	72 %

(Sumber : Tabel Komposisi Pangan Indonesia 2017)

Ket :

BDD : pangan yang dapat dimakan

Kandungan gizi per 100 gram

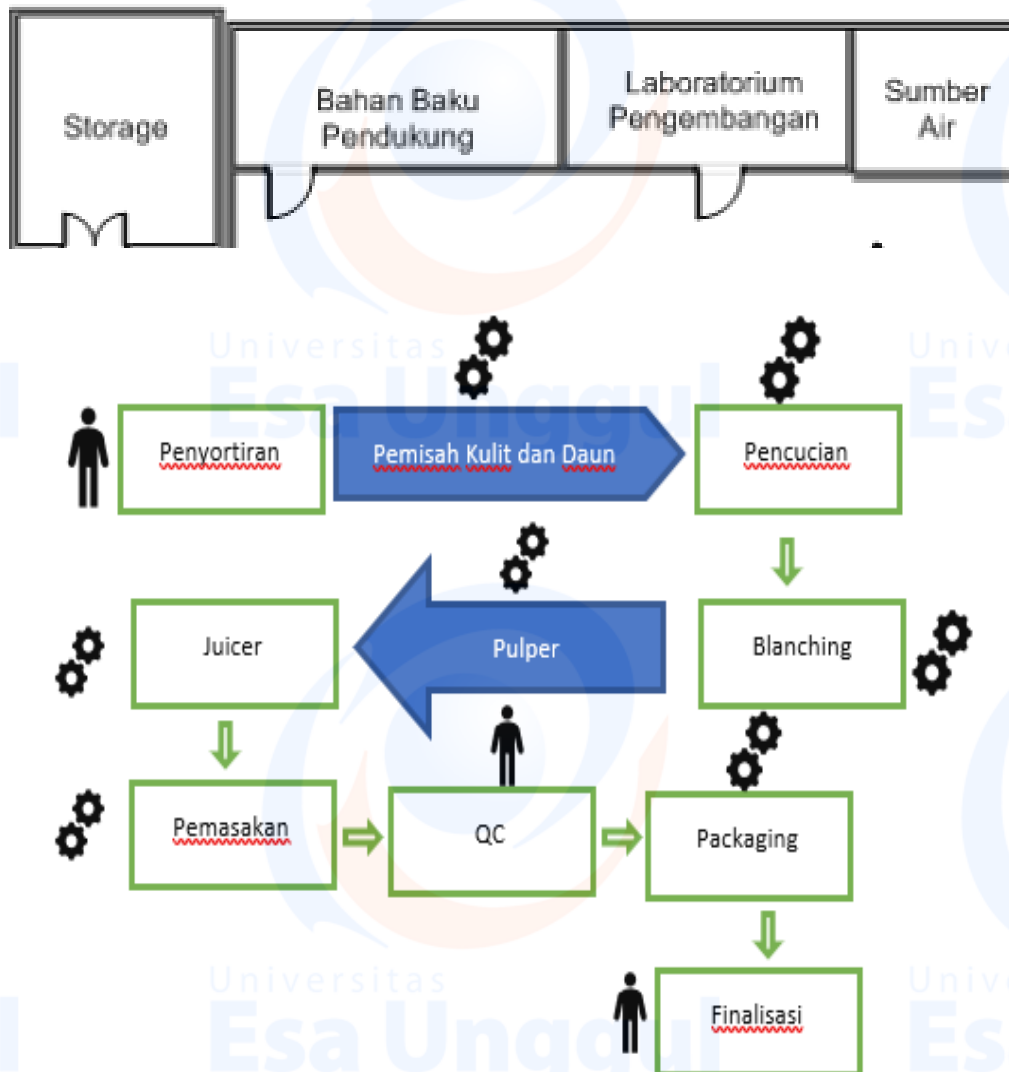
Kandungan Gizi	Nilai Gizi
Nanas	
Energi (kkal)	40
Protein (gram)	0.6
Lemak (gram)	0.3
Karbihidrat (gram)	9.9
Serat (mg)	0.6
Sodium/Na (mg)	18
Vitamin C (mg)	22
Apel	
Energi (kkal)	58
Protein (gram)	0.3
Lemak (gram)	0.4
Karbihidrat (gram)	14.9
Serat (mg)	2.6
Sodium/Na (mg)	2
Vitamin C (mg)	5
Mangga	
Energi (kkal)	52
Protein (gram)	0.7
Lemak (gram)	0
Karbihidrat (gram)	12.3
Serat (mg)	1.6
Sodium/Na (mg)	3
Vitamin C (mg)	12
Jeruk	
Energi (kkal)	45
Protein (gram)	0.9
Lemak (gram)	0.2
Karbihidrat (gram)	11.2
Serat (mg)	1.4
Sodium/Na (mg)	4
Vitamin C (mg)	49

(Sumber : Tabel Komposisi Pangan Indonesia 2017)

Bahan pangan	Berat bersih (BDD x Berat Bahan Pangan)
Nanas	$= \frac{53}{100} \times 2500$ $= 1325$
Apel	$= \frac{88}{100} \times 530$ $= 466$
Mangga	$= \frac{65}{100} \times 530$ $= 345$
Jeruk	$= \frac{72}{100} \times 530$ $= 382$

Energi	Karbohidrat	Protein	Lemak	Serat	Sodium/Na	Vitamin C
$= \frac{1325}{100} \times 40$ Kkal $= 530$ kkal	$= \frac{1325}{100} \times 9.9$ g $= 131.1$ gram	$= \frac{1325}{100} \times 0.6$ g $= 7.9$ gram	$= \frac{1325}{100} \times 0.3$ g $= 3.97$ gram	$= \frac{1325}{100} \times 0.6$ g $= 7.9$ mg	$= \frac{1325}{100} \times 18$ mg $= 238.5$ mg	$= \frac{1325}{100} \times 22$ g $= 291.5$ mg
$= \frac{466}{100} \times 58$ Kkal $= 270.3$ kkal	$= \frac{466}{100} \times 14.9$ g $= 69.4$ g	$= \frac{466}{100} \times 0.3$ g $= 1.3$ g	$= \frac{466}{100} \times 0.4$ g $= 1.8$ g	$= \frac{466}{100} \times 2.6$ mg $= 12.1$ mg	$= \frac{466}{100} \times 2$ mg $= 9.3$ mg	$= \frac{466}{100} \times 5$ mg $= 23.3$ mg
$= \frac{345}{100} \times 52$ Kkal $= 179.4$ kkal	$= \frac{345}{100} \times 12.3$ g $= 42.4$ g	$= \frac{345}{100} \times 0.7$ g $= 2.4$ g	$= \frac{345}{100} \times 0$ g $= 0$	$= \frac{345}{100} \times 1.6$ mg $= 5.5$ mg	$= \frac{345}{100} \times 3$ mg $= 10.4$ mg	$= \frac{345}{100} \times 12$ mg $= 41.4$ mg
$= \frac{382}{100} \times 45$ Kkal $= 171.9$ kkal	$= \frac{382}{100} \times 11.2$ g $= 42.7$ g	$= \frac{382}{100} \times 0.9$ g $= 3.43$ g	$= \frac{382}{100} \times 0.2$ g $= 0.8$ g	$= \frac{382}{100} \times 1.4$ mg $= 5.3$ mg	$= \frac{382}{100} \times 4$ mg $= 15.3$ mg	$= \frac{382}{100} \times 49$ mg $= 187.2$ mg
Sari buah nanas @1 Liter						
1151.6 kkal	285.6 g	15.03 g	6.57 g	30.8 mg	273.5 mg	543.4 mg
Sari buah nanas @250 ml						
287.9 kkal	71.4 g	3.7 g	1.6 g	7.7 mg	68.4 mg	135.8 mg

Lampiran 6. 4 Proses Produksi



Proses produksi dimulai dari penyortiran buah nanas dengan tenaga manusia agar dapat memilih buah nanas yang bermutu dan sesuai dengan keinginan perusahaan. Setelah proses penyortiran maka akan dilakukan pengupasan kulit buah nanas dan daun. Setelah dilakukan pengupasan buah nanas dilakukan *blanching* (perendaman buah nanas agar getah/lendir nanas terpisah). Dilanjutkan untuk proses *pulper* (pemotongan buah nanas menjadi kecil-kecil). Dalam proses selanjutnya nanas akan dimasukkan di mesin juicer dengan kapasitas 2-1000 ton per hari. Dalam proses pemasakan buah nanas dengan cara di blend yang dimasukkan kedalam mesin dan campurkan air serta gula dan ambil sari buah. dan sistem higienis menggunakan UHT (*Ultra High Temperature*). Sistem produksi kami menggunakan *continuous flow*

Lampiran 7. 1 Rincian Biaya Human Capital per Bulan selama 5 Tahun (000)

Tahun 1	Uraian	Bulan 1		Bulan 2		Bulan 3		Bulan 4		Bulan 5		Bulan 6		Bulan 7		Bulan 8		Bulan 9		Bulan 10		Bulan 11		Bulan 12	
		Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah
Headcount																									
	Direktur	1	13,703,120	1	13,703,120	1	13,703,120	1	13,703,120	1	13,703,120	1	13,703,120	1	13,703,120	1	13,703,120	1	13,703,120	1	13,703,120	1	13,703,120	1	13,703,120
	Tenaga Ahli	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184
	General Manager	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184	1	8,792,184
	HC Supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	HC Staff	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248
	Finance & Accounting Supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Finance & Accounting Staff	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248
	Warehouse & Procurement Supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Warehouse Staff	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248
	Procurement Staff	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248
	Operational Development Supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operational Development Staff	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operational Quality Control Supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Operational Quality Control Staff	2	6,746,495	2	6,746,495	2	6,746,495	2	6,746,495	2	6,746,495	2	6,746,495	2	6,746,495	2	6,746,495	2	6,746,495	2	6,746,495	2	6,746,495	2	6,746,495
	Sales & Marketing Supervisor	1	4,296,092	1	4,296,092	1	4,296,092	1	4,296,092	1	4,296,092	1	4,296,092	1	4,296,092	1	4,296,092	1	4,296,092	1	4,296,092	1	4,296,092	1	4,296,092
	Marketing Staff	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248
	Sales Staff	3	10,119,743	3	10,119,743	3	10,119,743	3	10,119,743	3	10,119,743	3	10,119,743	3	10,119,743	3	10,119,743	3	10,119,743	3	10,119,743	3	10,119,743	3	10,119,743
	Staff IT	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248	1	3,373,248
	Yayasan (General Service Non Staff)																								
	Office Boy	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248
	Security	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248
	Driver	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248	1	2,973,248
		18	81,609,047	18	81,609,047	18	81,609,047	18	81,609,047	18	81,609,047	18	81,609,047	18	81,609,047	18	81,609,047	18	81,609,047	18	81,609,047	18	81,609,047	18	81,609,047
Benefit																									
	Seragam		2,700,000		-		-		-		-		-		-		-		-		-		-		-
	BPJS		5,818,725		5,818,725		5,818,725		5,818,725		5,818,725		5,818,725		5,818,725		5,818,725		5,818,725		5,818,725		5,818,725		5,818,725
	THR		-		-		-		27,203,016		-		-		-		-		-		-		-		-
	Bonus		-		-		-		-		-		-		-		-		-		-		-		-
	Pelatihan dan pengembangan		-		-		-		5,000,000		-		-		-		5,000,000		-		-		-		-
	Rekrutmen		980,000		-		-		-		-		-		-		-		-		-		-		-
	Kegiatan Karyawan		-		-		-		-		-		-		-		-		-		-		-		-
	Biaya Pegawai Lainnya		100,000		100,000		100,000		100,000		100,000		100,000		100,000		100,000		100,000		100,000		100,000		100,000
	Total		91,207,772		87,527,772		87,527,772		119,730,788		87,527,772		87,527,772		87,527,772		92,527,772		87,527,772		87,527,772		87,527,772		92,527,772

Tahun 2

Uraian	Bulan 1		Bulan 2		Bulan 3		Bulan 4		Bulan 5		Bulan 6		Bulan 7		Bulan 8		Bulan 9		Bulan 10		Bulan 11		Bulan 12			
	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah		
Headcount																										
Direktur	1	14,188,276	1	14,188,276	1	14,188,276	1	14,188,276	1	14,188,276	1	14,188,276	1	14,188,276	1	14,188,276	1	14,188,276	1	14,188,276	1	14,188,276	1	14,188,276		
Tenaga Ahli	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715
General Manager	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715	1	9,199,715
HC Supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
HC Staff	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107
Finance & Accounting Supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Finance & Accounting Staff	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107
Warehouse & Procurement Supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Warehouse Staff	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107
Procurement Staff	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107
Operational Development Supervisor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Operational Development Staff	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Operational Quality Control Supervisor	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858
Operational Quality Control Staff	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215	2	7,222,215
Sales & Marketing Supervisor	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858	1	4,499,858
Marketing Staff	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107
Sales Staff	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430	4	14,444,430
Staff IT	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107	1	3,611,107
Yayasan (General Service Non Staff)																										
Office Boy	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642
Security	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285	2	6,303,285
Driver	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642	1	3,151,642
	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281	21	97,527,281
Benefit																										
Seragam		450,000		-		-		-		-		-		-		-		-		-		-		-		
BPJS		6,953,695		6,953,695		6,953,695		6,953,695		6,953,695		6,953,695		6,953,695		6,953,695		6,953,695		6,953,695		6,953,695		6,953,695		
THR		-		-		-		97,527,281		-		-		-		-		-		-		-		-		
Bonus		-		-		-		-		-		-		-		-		-		-		-		-		
Pelatihan dan pengembangan		-		-		-		6,000,000		-		-		-		6,000,000		-		-		-		6,000,000		
Rekrutmen		1,372,000		-		-		-		-		-		-		-		-		-		-		-		
Kegiatan Karyawan		-		-		-		-		-		-		-		-		-		-		-		-		
Biaya Pegawai Lainnya		110,000		110,000		110,000		110,000		110,000		110,000		110,000		110,000		110,000		110,000		110,000		110,000		
Total		106,412,976		104,590,976		104,590,976		208,118,256		104,590,976		104,590,976		104,590,976		110,590,976		104,590,976		104,590,976		104,590,976		110,590,976		

Tahun 3

Uraian	Bulan 1		Bulan 2		Bulan 3		Bulan 4		Bulan 5		Bulan 6		Bulan 7		Bulan 8		Bulan 9		Bulan 10		Bulan 11		Bulan 12			
	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah		
Headcount																										
Direktur	1	14,697,690	1	14,697,690	1	14,697,690	1	14,697,690	1	14,697,690	1	14,697,690	1	14,697,690	1	14,697,690	1	14,697,690	1	14,697,690	1	14,697,690	1	14,697,690		
Tenaga Ahli	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698
General Manager	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698	1	9,631,698
HC Supervisor	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849
HC Staff	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996
Finance & Accounting Supervisor	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849
Finance & Accounting Staff	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996
Warehouse & Procurement Supervisor	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849
Warehouse Staff	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996
Procurement Staff	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996
Operational Development Supervisor	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849
Operational Development Staff	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996
Operational Quality Control Supervisor	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849
Operational Quality Control Staff	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992	2	7,735,992
Sales & Marketing Supervisor	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849	1	4,715,849
Marketing Staff	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996
Sales Staff	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976	6	23,207,976
Staff IT	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996	1	3,867,996
Yayasan (General Service Non Staff)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Office Boy	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741
Security	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482	2	6,681,482
Driver	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741	1	3,340,741
	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085	28	133,639,085
Benefit																										
Seragam		1,050,000		-		-		-		-		-		-		-		-		-		-		-		
BPJS		9,528,467		9,528,467		9,528,467		9,528,467		9,528,467		9,528,467		9,528,467		9,528,467		9,528,467		9,528,467		9,528,467		9,528,467		
THR		-		-		-		133,639,085		-		-		-		-		-		-		-		-		
Bonus		-		-		-		-		-		-		-		-		-		-		-		76,408,013		
Pelatihan dan pengembangan		-		-		-		7,200,000		-		-		-		7,200,000		-		-		-		7,200,000		
Rekrutmen		1,920,800		-		-		-		-		-		-		-		-		-		-		-		
Kegiatan Karyawan		-		-		-		-		-		-		-		-		-		-		-		2,500,000		
Biaya Pegawai Lainnya		121,000		121,000		121,000		121,000		121,000		121,000		121,000		121,000		121,000		121,000		121,000		121,000		
Total		146,259,351		143,288,551		143,288,551		284,127,636		143,288,551		143,288,551		143,288,551		150,488,551		143,288,551		143,288,551		143,288,551		143,288,551		229,396,564

Tahun 4

Uraian	Bulan 1		Bulan 2		Bulan 3		Bulan 4		Bulan 5		Bulan 6		Bulan 7		Bulan 8		Bulan 9		Bulan 10		Bulan 11		Bulan 12			
	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah		
Headcount																										
Direktur	1	15,232,575	1	15,232,575	1	15,232,575	1	15,232,575	1	15,232,575	1	15,232,575	1	15,232,575	1	15,232,575	1	15,232,575	1	15,232,575	1	15,232,575	1	15,232,575		
Tenaga Ahli	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600
General Manager	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600	1	10,089,600
HC Supervisor	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800
HC Staff	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436
Finance & Accounting Supervisor	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800
Finance & Accounting Staff	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436
Warehouse & Procurement Supervisor	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800
Warehouse Staff	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436
Procurement Staff	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436
Operational Development Supervisor	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800
Operational Development Staff	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436
Operational Quality Control Supervisor	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800
Operational Quality Control Staff	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871	2	8,290,871
Sales & Marketing Supervisor	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800	1	4,944,800
Marketing Staff	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436
Sales Staff	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485	8	33,163,485
Staff IT	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436	1	4,145,436
Yayasan (General Service Non Staff)																										
Office Boy	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185
Security	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371	2	7,082,371
Driver	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185	1	3,541,185
	30	149,717,723	30	149,717,723	30	149,717,723	30	149,717,723	30	149,717,723	30	149,717,723	30	149,717,723	30	149,717,723	30	149,717,723	30	149,717,723	30	149,717,723	30	149,717,723		
Benefit																										
Seragam		300,000		-		-		-		-		-		-		-		-		-		-		-		
BPJS		10,674,874		10,674,874		10,674,874		10,674,874		10,674,874		10,674,874		10,674,874		10,674,874		10,674,874		10,674,874		10,674,874		10,674,874		
THR		-		-		-		149,717,723		-		-		-		-		-		-		-		-		
Bonus		-		-		-		-		-		-		-		-		-		-		-		122,252,820		
Pelatihan dan pengembangan		-		-		-		8,640,000		-		-		-		8,640,000		-		-		-		8,640,000		
Rekrutmen		2,689,120		-		-		-		-		-		-		-		-		-		-		-		
Kegiatan Karyawan		-		-		-		-		-		-		-		-		-		-		-		3,000,000		
Biaya Pegawai Lainnya		133,100		133,100		133,100		133,100		133,100		133,100		133,100		133,100		133,100		133,100		133,100		133,100		
Total		163,514,817		160,525,697		160,525,697		318,883,419		160,525,697		160,525,697		160,525,697		169,165,697		160,525,697		160,525,697		160,525,697		294,418,517		

Tahun 5

Uraian	Bulan 1		Bulan 2		Bulan 3		Bulan 4		Bulan 5		Bulan 6		Bulan 7		Bulan 8		Bulan 9		Bulan 10		Bulan 11		Bulan 12			
	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah	Qty	Jumlah		
Headcount																										
Direktur	1	15,794,203	1	15,794,203	1	15,794,203	1	15,794,203	1	15,794,203	1	15,794,203	1	15,794,203	1	15,794,203	1	15,794,203	1	15,794,203	1	15,794,203	1	15,794,203		
Tenaga Ahli	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976
General Manager	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976	1	10,574,976
HC Supervisor	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488
HC Staff	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071
Finance & Accounting Supervisor	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488
Finance & Accounting Staff	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141
Warehouse & Procurement Supervisor	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488
Warehouse Staff	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141
Procurement Staff	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141	2	8,890,141
Operational Development Supervisor	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488	1	5,187,488
Operational Development Staff	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071
Operational Quality Control Supervisor	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976
Operational Quality Control Staff	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282	4	17,780,282
Sales & Marketing Supervisor	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976	2	10,374,976
Marketing Staff	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071
Sales Staff	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846	12	53,340,846
Staff IT	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071	1	4,445,071
Yayasan (General Service Non Staff)																										
Office Boy	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657
Security	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313	2	7,507,313
Driver	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657	1	3,753,657
	41	209,030,519	41	209,030,519	41	209,030,519	41	209,030,519	41	209,030,519	41	209,030,519	41	209,030,519	41	209,030,519	41	209,030,519	41	209,030,519	41	209,030,519	41	209,030,519		
Benefit																										
Seragam		1,650,000		-		-		-		-		-		-		-		-		-		-		-		
BPJS		14,903,876		14,903,876		14,903,876		14,903,876		14,903,876		14,903,876		14,903,876		14,903,876		14,903,876		14,903,876		14,903,876		14,903,876		
THR		-		-		-		209,030,519		-		-		-		-		-		-		-		-		
Bonus		-		-		-		-		-		-		-		-		-		-		-		204,770,378		
Pelatihan dan pengembangan		-		-		-		10,368,000		-		-		-		10,368,000		-		-		-		10,368,000		
Rekrutmen		3,764,768		-		-		-		-		-		-		-		-		-		-		-		
Kegiatan Karyawan		-		-		-		-		-		-		-		-		-		-		-		3,600,000		
Biaya Pegawai Lainnya		146,410		146,410		146,410		146,410		146,410		146,410		146,410		146,410		146,410		146,410		146,410		146,410		
Total		229,495,573		224,080,805		224,080,805		443,479,325		224,080,805		224,080,805		224,080,805		234,448,805		224,080,805		224,080,805		224,080,805		442,819,183		

Lampiran 7. 2 Peran dan Tugas setiap Jabatan

No	Jabatan	Uraian Pekerjaan	Bertanggung Jawab Kepada
1	Direktur	<p>A. Tugas</p> <ol style="list-style-type: none"> 1. Menetapkan kebijakan, visi dan misi perusahaan 2. Memimpin, mengkoordinasikan dan mengendalikan fungsi, bagian dan kegiatan-kegiatan di seluruh perusahaan; memastikan arah dan pelaksanaan visi misi serta kebijakan perusahaan; mengevaluasi kinerja perusahaan; 3. Menjalankan fungsi dan tanggung jawab sesuai anggaran dasar, etika serta hukum yang berlaku 4. Merencanakan dan mengembangkan sumber-sumber pendapatan, pembelanjaan dan kekayaan perusahaan 	Pemegang Saham
		<p>B. Tanggung Jawab</p> <p>Bertanggung jawab atas kerugian perusahaan yang disebabkan tidak menjalankan kepengurusan perusahaan</p>	
		<p>C. Wewenang</p> <ol style="list-style-type: none"> 1. Bertindak sebagai perwakilan perusahaan dalam hubungannya dengan pihak luar 2. Mengambil keputusan sebagaimana didelegasikan kepadanya atau pada situasi tertentu yang dianggap perlu, yang diputuskan dalam meeting-meeting manajemen perusahaan 	
5	General Manager	<p>A. Tugas dan Tanggung Jawab</p> <ol style="list-style-type: none"> 1 Memimpin perusahaan sebagaimana yang telah ditugaskan oleh Direktur 2. Mengendalikan dan mengatur lingkup Human Capital sebagaimana yang telah ditugaskan oleh Direktur 3. Membangun kepercayaan antar karyawan 4. Mengembangkan kualitas perusahaan 5. Mengevaluasi aktivitas perusahaan 6. Menjadi “Problem Solver” dalam pemecahan suatu masalah 	Direktur
		<p>B. Tanggung Jawab</p> <ol style="list-style-type: none"> 1 Mencapai tujuan organisasi dan perusahaan bersama dengan karyawan yang dipimpin 2 Bertanggung jawab terhadap proses manajemen secara keseluruhan 	
		<p>C. Wewenang</p> <p>Mengambil keputusan sebagaimana didelegasikan kepadanya atau pada situasi tertentu yang dianggap perlu sesuai dengan peraturan perusahaan</p>	

6	HC Supervisor	<p>A. Tugas</p> <ol style="list-style-type: none"> 1. Melaksanakan dan memonitor proses perekrutan karyawan sampai dengan karyawan siap dipekerjakan sesuai dengan regulasi ketenagakerjaan 2. Memonitor dan memproses gaji karyawan 3. Memonitoring absensi karyawan 4. Menyusun dan memonitor peraturan perusahaan yang sesuai dengan ketentuan regulasi ketenagakerjaan 5. Menganalisis dan memenuhi semua kebutuhan operasional pada internal perusahaan seperti penyediaan ATK untuk karyawan, perawatan kendaraan. 6. Pengurusan dokumen-dokumen untuk kepentingan internal perusahaan, seperti pengurusan laporan peizininan, pengurusan asuransi. 7. Melaksanakan dan memonitor proses pelatihan dan pengembangan 8. Memastikan karyawan sudah kompeten 	General Manager
		<p>B. Tanggung Jawab</p> <ol style="list-style-type: none"> 1. Menyusun dan memonitor dan memeriksa rekapitulasi evaluasi penilaian kinerja karyawan 2. Melakukan pengarsipan dokumen administrasi karyawan 3. Memastikan kelancaran perekrutan dan memimpin pegawai yang berada di bawah garis koordinasinya untuk mencapai target yang telah ditentukan oleh perusahaan 4. Memastikan semua kebutuhan internal terpenuhi 5. Menyusun dan memonitor pelaksanaan pelatihan dan pengembangan 6. Jalur karir ada 7. Memastikan seluruh posisi memiliki Uraian pekerjaan dan job evaluasi 8. Memastikan terdapatnya Struktur Organisasi sesuai dengan proses bisnis 	
		<p>C. Wewenang</p> <ol style="list-style-type: none"> 1. Mengadakan konseling kepada karyawan untuk meningkatkan produktivitas karyawan dan menjaga hubungan internal 2. Melaksanakan seleksi dan promosi terhadap karyawan yang dianggap berhak dalam perusahaan atas seizin Manager 3. Menyusun rencana anggaran pengeluaran tahunan HC 4. Melakukan pelatihan 5. Melakukan perhitungan beban kerja 6. Merekomendasikan jumlah tenaga kerja 	
7	HC Staff	<p>A. Tugas</p> <ol style="list-style-type: none"> 1. Melaksanakan proses perekrutan karyawan sampai dengan karyawan siap dipekerjakan sesuai dengan regulasi ketenagakerjaan 2. Mengurus payroll gaji karyawan 3. Menyusun peraturan perusahaan yang sesuai dengan ketentuan regulasi ketenagakerjaan 4. Memenuhi semua kebutuhan operasional pada internal 	HC Supervisor

		<p>perusahaan seperti penyediaan ATK untuk karyawan, perawatan kendaraan.</p> <ol style="list-style-type: none"> 5. Pengurusan dokumen-dokumen untuk kepentingan internal perusahaan, seperti pengurusan laporan perizinan, pengurusan asuransi 6. Melaksanakan proses pelatihan dan pengembangan 7. Melakukan uji kompetensi kepada karyawan 8. Analisis jabatan dan posisi 9. Analisis struktur organisasi 10. Membuat uraian pekerjaan <p>B. Tanggung Jawab</p> <ol style="list-style-type: none"> 1. Menyusun rekapitulasi evaluasi penilaian kinerja karyawan 2. Melakukan pengarsipan dokumen administrasi karyawan 3. Melakukan perekrutan dan memimpin pegawai yang berada di bawah garis koordinasinya untuk mencapai target yang telah ditentukan oleh perusahaan 4. Melakukan kelengkapan semua kebutuhan internal terpenuhi 5. Menyusun.pelaksanaan pelatihan dan pengembangan 6. Membuat jalur karir ada 7. Mengevaluasi seluruh posisi memiliki Uraian pekerjaan dan job evaluasi 8. Menganalisis Struktur Organisasi sesuai dengan proses bisnis <p>C. Wewenang</p> <ol style="list-style-type: none"> 1. Mengadakan konseling kepada karyawan untuk meningkatkan produktivitas karyawan dan menjaga hubungan internal 2. Melaksanakan seleksi dan promosi terhadap karyawan yang dianggap berhak dalam perusahaan atas seizin HC Supervisor 3. Menyusun rencana anggaran pengeluaran tahunan HC 4. Melakukan pelatihan 5. Melakukan perhitungan beban kerja 6. Merekomendasikan jumlah tenaga kerja 	
10	Finance & Accounting Supervisor	<p>A. Tugas dan Tanggung Jawab</p> <ol style="list-style-type: none"> 1 Memimpin perusahaan sebagaimana yang telah ditugaskan oleh Manager 2. Mengendalikan dan mengatur lingkup Finance, Warehouse, dan procurement sebagaimana yang telah ditugaskan oleh Manager 3. Membangun kepercayaan antar karyawan 4. Mengembangkan kualitas perusahaan 5. Mengevaluasi aktivitas perusahaan 6. Menjadi “Problem Solver” 7. Bertanggung jawab dalam pembuatan pelaporan keuangan beserta analisa. 8. Membuat laporan keuangan seperti petty cash, A/R (Account Receivable), A/P (Account Payable) sesuai dengan ketentuan dan regulasi yang berlaku tepat waktu 9. Membuat pencarian, pengelolaan, pengalokasian dana, 	General Manager

		<p>dan melakukan pembayaran di perusahaan. 10. Memproses dan mengelola laporan keuangan dan mencatat transaksi dari bisnis.</p> <p>B. Tanggung Jawab 1 Mencapai tujuan organisasi dan perusahaan bersama dengan karyawan yang dipimpin 2 Bertanggung jawab terhadap proses manajemen secara keseluruhan 3 Mengatur kebutuhan uang kas perusahaan 4 Melakukan pengelolaan data keuangan perusahaan untuk memenuhi tujuan kualitatif perhitungan perpajakan</p> <p>C. Wewenang 1. Mengambil keputusan sebagaimana didelegasikan kepadanya atau pada situasi tertentu yang dianggap perlu sesuai dengan peraturan perusahaan 2. Berhak untuk memegang uang perusahaan, termasuk untuk menerima dan mengeluarkan uang tersebut baik yang ada pada kas, bank, deposit, atau investasi 3. Memberikan saran perencanaan finansial pada masa depan yang berdampak terhadap pajak</p>	
12	Finance & Accounting Staff	<p>A. Tugas 1. Membuat laporan keuangan seperti petty cash, A/R (Account Receivable), A/P (Account Payable) sesuai dengan ketentuan dan regulasi yang berlaku tepat waktu 2. Membuat pencarian, pengelolaan, pengalokasian dana, dan melakukan pembayaran di perusahaan. 3. Memproses dan mengelola laporan keuangan dan mencatat transaksi dari bisnis.</p> <p>B. Tanggung Jawab 1. Mengatur kebutuhan uang kas perusahaan 2. Melakukan pengelolaan data keuangan perusahaan untuk memenuhi tujuan kualitatif perhitungan perpajakan</p> <p>C. Wewenang 1. Berhak untuk memegang uang perusahaan, termasuk untuk menerima dan mengeluarkan uang tersebut baik yang ada pada kas, bank, deposit, atau investasi 2. Memberikan saran perencanaan finansial pada masa depan yang berdampak terhadap pajak</p>	Finance & Accounting Supervisor
13	Warehouse & Procurement Supervisor	<p>A. Tugas 1. Merencanakan rute terbaik untuk mendapatkan barang dari supplier 2. Melacak pengiriman dan jumlah stock levels menggunakan software komputer 3. Memonitor kinerja keseluruhan untuk memastikan bahwa target tercapai 4. Mempersiapkan perkiraan-perkiraan dan juga stok barang</p> <p>B. Tanggung Jawab Mengawasi dan mengelola keseluruhan rantai pasokan dan strategi logistik serta operasi untuk mendukung bagian operasional dalam memaksimalkan efisiensi dan produktivitas.</p> <p>C. Wewenang</p>	General Manager

		<ol style="list-style-type: none"> 1. Mengembangkan dan menjaga hubungan baik dengan supplier 2. Melakukan negosiasi dan mengatur kontrak dengan supplier 	
14	Warehouse Staff	<p>A. Tugas</p> <ol style="list-style-type: none"> 1. Memastikan barang telah diterima dari supplier dalam keadaan baik, sesuai jumlah dan sesuai jenisnya 2. Memastikan tidak ada inventory berlebih 3. Memastikan barang telah terdistribusi ke toko sesuai dengan permintaan 4. Memastikan kelayakan gudang dan kelayakan kendaraan operasional yang digunakan oleh pelaksana delivery <p>B. Tanggung Jawab</p> <ol style="list-style-type: none"> 1. Laporan gudang tersedia dengan benar dan tepat waktu 2. Memastikan stock opname dijalankan dengan benar sesuai dengan prosedur 3. Memastikan keamanan dan keselamatan baik barang maupun pelaksana warehouse dan pelaksana delivery <p>C. Wewenang</p> <ol style="list-style-type: none"> 1. Memberikan arahan dan pembinaan kepada pelaksana warehouse dan pelaksana delivery 2. Koordinasi dengan Kepala Toko terkait dengan stok barang 	Warehouse & Procurement Supervisor
15	Procurement Staff	<p>A. Tugas</p> <ol style="list-style-type: none"> 1. Menerima dan mereview surat pernyataan pemesanan barang dari seluruh Kepala Toko 2. Membuat laporan pembelian barang 3. Membuat dan mencetak PO (Purchase Order) dan mengirimkannya ke supplier, agar proses pembelian dapat berjalan dengan baik sesuai jadwal dan spesifikasi yang diinginkan 4. Mengontrol schedule supplier 5. Membuat database supplier termasuk didalamnya mengenai harga, kesiapan dan ketepatan pengiriman barang serta kualitas barang <p>B. Tanggung Jawab</p> <ol style="list-style-type: none"> 1. Menyiapkan pembayaran ke pemasok dan membuat pendataan pengeluaran tersebut 2. Melakukan pengelolaan pengadaan barang melalui perencanaan yang sistematis dan terkontrol (FIFO & FEFO) 3. Mengirimkan laporan ke Manajer diantaranya membuat laporan pembelian dan outstanding PO, sebagai bahan informasi bagi Manajer dalam pengambilan keputusan <p>C. Wewenang</p> <ol style="list-style-type: none"> 1. Melakukan pemilihan atau seleksi supplier sesuai dengan kriteria perusahaan 2. Menerima dan menseleksi setiap barang yang dipesan sesuai dengan standar yang berlaku 	Warehouse & Procurement Supervisor
16	Operational Development	<p>A. Tugas dan Tanggung Jawab</p> <ol style="list-style-type: none"> 1 Memimpin perusahaan sebagaimana yang telah ditugaskan 	General Manager

	Supervisor	<p>oleh Manager</p> <ol style="list-style-type: none"> 2. Mengendalikan dan mengatur alur bahan baku olahan sebagaimana yang telah ditugaskan oleh Manager 3. Membangun kepercayaan dengan maklon 4. Mengembangkan kualitas perusahaan 5. Mengevaluasi aktivitas maklon 6. Mengawasi kualitas produk 7. Menjadi “Problem Solver” 	
		<p>B. Tanggung Jawab</p> <ol style="list-style-type: none"> 1 Mencapai tujuan organisasi dan perusahaan bersama dengan karyawan yang dipimpin 2 Bertanggung jawab atas produk yang dihasilkan 3. Memastikan kualitas produk 	
		<p>C. Wewenang</p> <p>Mengambil keputusan sebagaimana didelegasikan kepadanya atau pada situasi tertentu yang dianggap perlu sesuai dengan peraturan perusahaan</p>	
17	Operasional Development Staff	<p>A. Tugas</p> <ol style="list-style-type: none"> 1. Membuat inovasi produk baru 	Operational Development Supervisor
		<p>B. Tanggung Jawab</p> <p>Memastikan produk yang dibuat diminati konsumen</p>	
		<p>C. Wewenang</p> <p>Memilih pemasok sesuai kebutuhan produk</p>	
18	IT Staff	<p>A. Tugas dan Tanggung Jawab</p> <p>Memastikan semua komputer dapat digunakan.</p> <ol style="list-style-type: none"> 1. Menyimpan seluruh data pada komputer yang digunakan user. 2. Membuat laporan teknis dengan cara dokumentasi. 	Operational Development Supervisor
		<p>Tanggung Jawab</p> <ol style="list-style-type: none"> 1. Memastikan semua komputer terhubung pada jaringan 	
		<p>Memastikan semua aplikasi dapat digunakan dan berjalan lancar</p> <p>Wewenang</p> <ol style="list-style-type: none"> 1. Memunculkan kembali atau merestore data yang ada pada komputer user jika mengalami masalah. 	
19	QC Supervisor	<p>A. Tugas dan Tanggung Jawab</p> <ol style="list-style-type: none"> 1 Memimpin perusahaan sebagaimana yang telah ditugaskan oleh Manager 2. Mengendalikan dan mengatur layak atau tidak produk sebagaimana yang telah ditugaskan oleh Manager 3. Membangun kepercayaan dengan maklon 4. Mengawasi aktivitas maklon 5. Merancang prosedur pemeriksaan kualitas 6. Menjadi “Problem Solver” 	General Manager

		<p>B. Tanggung Jawab</p> <ol style="list-style-type: none"> 1. Pengawasan produk 2. Menjamin kualitas dan konsistensi hasil produksi 	
		<p>C. Wewenang</p> <ol style="list-style-type: none"> 1. Memastikan tindakan segera setelah menemukan produk gagal 	
	QC Staff	<p>A. Tugas</p> <p>Memastikan produk sudah layak atau tidak dengan kriteria PT Limatra</p> <p>B. Tanggung Jawab</p> <ol style="list-style-type: none"> 1. Memastikan produk kemasan tersegel rapi 2. Memastikan jumlah produk 3. Melakukan fungsi QC <p>C. Wewenang</p> <p>Berhak melakukan penolakan produk</p>	QC Supervisor
20	Sales & Marketing Supervisor	<p>A. Tugas dan Tanggung Jawab</p> <ol style="list-style-type: none"> 1. Memimpin perusahaan sebagaimana yang telah ditugaskan oleh Manager 2. Mengendalikan dan mengatur lingkup Sales & Marketing sebagaimana yang telah ditugaskan oleh Manager 3. Membangun kepercayaan antar karyawan 4. Mengembangkan kualitas perusahaan 5. Mengevaluasi aktivitas perusahaan 6. Menjadi "Problem Solver" <p>B. Tanggung Jawab</p> <ol style="list-style-type: none"> 1. Mencapai tujuan organisasi dan perusahaan bersama dengan karyawan yang dipimpin 2. Bertanggung jawab terhadap proses manajemen secara keseluruhan <p>C. Wewenang</p> <p>Mengambil keputusan sebagaimana didelegasikan kepadanya atau pada situasi tertentu yang dianggap perlu sesuai dengan peraturan perusahaan</p>	General Manager
22	Marketing Staff	<p>A. Tugas</p> <ol style="list-style-type: none"> 1. Memasarkan dan menjual produk sesuai target perusahaan 2. Manjalin kerjasama dengan Ritel, koperasi dan agen <p>B. Tanggung Jawab</p> <p>Memastikan penjualan setiap bulan mencapai target perusahaan</p> <p>C. Wewenang</p> <p>Memberikan target pada tim sales dan marketing</p>	Sales & Marketing Supervisor
23	Sales Staff	<p>A. Tugas</p> <ol style="list-style-type: none"> 1. Menjual produk sesuai target perusahaan 2. Mengantarkan produk kepada Ritel, koperasi dan agen <p>B. Tanggung Jawab</p>	Sales & Marketing Supervisor

		Tercapainya target mingguan dan bulanan	
		C. Wewenang Memperluas wilayah baru	
No 1	Jabatan Direktur	Uraian Pekerjaan	Bertanggung Jawab Kepada Pemegang Saham
		A. Tugas 1. Menetapkan kebijakan, visi dan misi perusahaan 2. Memimpin, mengkoordinasikan dan mengendalikan fungsi, bagian dan kegiatan-kegiatan di seluruh perusahaan; memastikan arah dan pelaksanaan visi misi serta kebijakan perusahaan; mengevaluasi kinerja perusahaan; 3. Menjalankan fungsi dan tanggung jawab sesuai anggaran dasar, etika serta hukum yang berlaku 4. Merencanakan dan mengembangkan sumber-sumber pendapatan, pembelanjaan dan kekayaan perusahaan	
		B. Tanggung Jawab Bertanggung jawab atas kerugian perusahaan yang disebabkan tidak menjalankan kepengurusan perusahaan	

Sumber : Tim Penulis, 2021

Lampiran 7. 3. Rencana Pelatihan dan Pengembangan Karyawan

PT Limatra						
Training Need Analysis						
Anda dapat menggunakan formulir ini untuk membantu dalam mengidentifikasi dan mencatat dalam kebutuhan pelatihan karyawan di bagian anda.						
Tangga terbit :						
Nama Karyawan :		Posisi :			TNA Dilakukan oleh :	
Tugas utama Posisi	Pelatihan/pengembangan keterampilan dibutuhkan		jika ya , identifikasi kebutuhan pelatihan yang sesuai	Bagaimana ini akan dicapai? (misalnya ditempat kerja pelatihan eksternal)	Kapan ?	Siapa yang harus diorganisir? Penyedia latihan?
	YA	TIDAK				
	<input type="checkbox"/>	<input type="checkbox"/>				
	<input type="checkbox"/>	<input type="checkbox"/>				
Apa yang ingin kita capai dalam periode mendatang ?						
Dimana anda/kami melihat kemajuan karir anda dalam 2 tahun kedepan ?						
Bagaimana kita akan membuat ini terjadi ?						
Apa yang anda butuhkan dari perusahaan untuk membantu anda mencapai tujuan karir ?						
catatan : kegiatan ini hanya bisa dilakukan setelah mendapat persetujuan dari Direktur PT Limatra						

Sumber : Tim Penulis, 2021

Lampiran 7.4 Sheet Goal Kinerja Karyawan PT limatra

GOALS SETTING FORM (Tahun XXX)		
Pendahuluan		
Selamat datang pada proses penilaian kinerja untuk tahun ini. Proses ini dirancang untuk membantu anda dan atasan anda untuk mengidentifikasi prestasi dan pencapaian kerja selama setahun		
Informasi Ulasan		
Pembuat :		
Periode Kajian :		
Batas Waktu :		
Target		
Individual Goals (Sejalan dengan target perusahaan)		
Perincian Target	Metrik	Pencapaian
	1	1
	2	2
dst.	dst.	
Komentar Target (Keterangan tambahan terkait goals yang ingin dicapai)		
	1	
	2	
dst.		
Komentar Perilaku (Perilaku yang anda lakukan sesuai nilai nilai perusahaan)		
	Nilai	Perilaku
	1 Jujur	1
	2 Melayani	2
	3 Inovatif	3
	4 Kebersamaan	4
Komentar atasan (Masukan terkait target yang di setting, termasuk disetujui, ditolak atau direvisi)		
Penilaian Pencapaian dari atasan (Dilakukan 2x Pertahun)		
Catatan Pencapaian :		
1 = Below Average		4 = Excellent
2 = Satisfactory		5 = Outstanding
3 = Very Good		

Sumber : Tim Penulis, 2021

Lampiran 7.5 Kualifikasi Karyawan

No	Jabatan	Kualifikasi				
		Umum : Jujur, Rajin, Responsif, dan Melayani				
		Pendidikan	Usia (Tahun)	Jenis Kelamin	Pengalaman Kerja	Keahlian
1	Direktur	Min. S1 sederajat diutamakan manajemen, ekonomi, marketing	Min. 40	Diutamakan Laki-Laki	Min. 5 tahun sebagai Senior Manager	<ul style="list-style-type: none"> - Memiliki latar belakang Pemasaran - Memahami UU ketenagakerjaan - Memahami dan mampu mengevaluasi laporan keuangan dan perpajakan
5	HCGA Manager	Min. S1 sederajat diutamakan manajemen, ekonomi, marketing	Min. 35	Diutamakan Laki-Laki	Min. 3 tahun sebagai Manager	<ul style="list-style-type: none"> - Memiliki latar belakang retail - Memahami UU ketenagakerjaan - Memahami dan mampu mengevaluasi laporan keuangan dan perpajakan
6	HCO Unit Head	Min. S1 sederajat jurusan Psikologi	Min. 30	Laki-laki atau Perempuan	Min. 2 tahun sebagai Supervisor HR	<ul style="list-style-type: none"> - Memahami regulasi ketenagakerjaan - Memiliki kemampuan mengolah payroll - Memiliki kemampuan Ms. Excel - Memiliki kemampuan pengembangan karyawan - Memiliki kemampuan coaching dan counseling
7	HCD Staff	Min. D3 sederajat segala jurusan	Min. 28	Laki-laki atau Perempuan	Min. 2 tahun sebagai staff HR	<ul style="list-style-type: none"> - Memahami proses rekrutmen - Memahami regulasi ketenagakerjaan - Memiliki kemampuan coaching dan counseling - Mampu mengelola dokumen dengan baik - Memiliki kemampuan Ms. Office - Memiliki kemampuan berkomunikasi yang baik - Mampu membuat peraturan perusahaan
8	HCD Unit Head	Min. S1 sederajat jurusan Psikologi	Min. 30	Laki-laki atau Perempuan	Min. 2 tahun sebagai Supervisor HR	<ul style="list-style-type: none"> - Memahami proses rekrutmen - Memahami regulasi ketenagakerjaan - Memiliki kemampuan coaching dan counseling - Mampu mengelola dokumen dengan baik - Memiliki kemampuan Ms. Office - Memiliki kemampuan berkomunikasi yang baik

						- Mampu membuat peraturan perusahaan
9	HCO Staff	Min. D3 sederajat segala jurusan	Min. 28	Laki-laki atau Perempuan	Min. 2 tahun sebagai staff GA	- Mampu mengelola asset perusahaan - Memiliki pemahaman regulasi perusahaan - Memiliki kemampuan berkomunikasi yang baik - Memiliki relasi yang luas - Dapat melakukan perbaikan mesin pabrik
10	Finance Manager	Min. S1 sederajat jurusan ekonomi, akuntansi	Min. 35	Diutamakan Perempuan	Min. 3 tahun sebagai supervisor	- Memahami PSAK - Mampu membuat laporan keuangan dan laporan perpajakan - Memiliki kemampuan Ms. Excel
11	Finance & Accounting Unit Head	Min. S1 sederajat jurusan ekonomi, akuntansi	Min 30	Diutamakan Perempuan	Min. 3 tahun sebagai supervisor	- Memahami PSAK - Mampu membuat laporan keuangan dan laporan perpajakan - Memiliki kemampuan Ms. Excel
12	Finance & Accounting Staff	Min. D3 sederajat jurusan ekonomi, akuntansi	Min 28	Diutamakan Perempuan	Min. 2 tahun sebagai staff Accounting	- Memahami PSAK - Mampu membuat laporan keuangan dan perpajakan - Memiliki kemampuan Ms. Excel
13	Warehouse & Procurement Unit Head	Min. S1 sederajat diutamakan manajemen, ekonomi	Min 30	Diutamakan Laki-Laki	Min. 2 tahun sebagai staff Warehouse	- Memiliki pengetahuan mengenai pengelolaan gudang dan logistik - Memiliki kemampuan berkomunikasi yang baik - Memiliki kemampuan Ms. Excel Memiliki kemampuan negosiasi
14	Warehouse Staff	Min. D3 sederajat diutamakan manajemen, ekonomi	Min 28	Diutamakan Laki-Laki	Min. 2 tahun sebagai staff Warehouse	- Memiliki pengetahuan mengenai pengelolaan gudang dan logistik - Memiliki kemampuan berkomunikasi yang baik - Memiliki kemampuan Ms. Excel
15	Procurement Staff	Min. D3 sederajat diutamakan manajemen, ekonomi	Min 28	Laki-laki atau Perempuan	Min. 2 tahun sebagai staff Purchasing	Memiliki kemampuan negosiasi - Memiliki kemampuan berkomunikasi yang baik - Memiliki kemampuan Ms. Excel

16	Operational Manager	Min. S1 sederajat diutamakan manajemen, ekonomi, marketing	Min. 35	Diutamakan Laki-Laki	Min. 3 tahun sebagai Manager	<ul style="list-style-type: none"> - Memiliki latar belakang Manufactur - Memiliki kemampuan komunikasi yang baik - Memiliki pengetahuan mengenai produksi
17	Operational Unit Head	Min. S1 sederajat diutamakan Teknik Pertanian dan Industri	Min. 30	Diutamakan Laki-Laki	Min. 3 tahun sebagai Manager	<ul style="list-style-type: none"> - Memiliki latar belakang Manufactur - Memiliki kemampuan komunikasi yang baik - Memiliki pengetahuan mengenai produksi - Mampu mengelola karyawan minimal 80 orang
18	Operational Staff	Min. D3 sederajat diutamakan Teknik Pertanian dan Industri	Min. 28	Diutamakan Laki-Laki	Min. 3 tahun sebagai Manager	<ul style="list-style-type: none"> - Memiliki pengetahuan mengenai produksi
21	Sales & Marketing Manager	Min. S1 sederajat diutamakan manajemen, ekonomi, marketing	Min. 35	Laki-Laki / Perempuan	Min. 3 tahun sebagai Manager	<ul style="list-style-type: none"> - Memiliki latar belakang sales & Marketing - Memiliki kemampuan komunikasi yang baik - Memiliki pengetahuan mengenai pemasaran
22	Sales & Marketing Unit Head	Min. S1 sederajat diutamakan manajemen, ekonomi, marketing	Min. 30	Laki-Laki / Perempuan	Min. 3 tahun sebagai Manager	<ul style="list-style-type: none"> - Memiliki latar belakang sales & Marketing - Memiliki kemampuan komunikasi yang baik - Memiliki pengetahuan mengenai pemasaran
23	Sales & Marketing Staff	Min. D3 sederajat diutamakan manajemen, ekonomi, marketing	Min 28	Laki-Laki / Perempuan	Min. 3 tahun sebagai Manager	<ul style="list-style-type: none"> - Memiliki latar belakang sales & Marketing - Memiliki kemampuan komunikasi yang baik - Memiliki pengetahuan mengenai pemasaran

Sumber : Tim Penulis, 2021

Lampiran 7. 6 Jumlah Karyawan Perbulan

Tahun 1

Uraian	Level	Status Karyawan	Bulan 1 Qty	Bulan 2 Qty	Bulan 3 Qty	Bulan 4 Qty	Bulan 5 Qty	Bulan 6 Qty	Bulan 7 Qty	Bulan 8 Qty	Bulan 9 Qty	Bulan 10 Qty	Bulan 11 Qty	Bulan 12 Qty
Headcount														
Direktur	Direktur	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Tenaga Ahli	General Manager	Konsultan	1	1	1	1	1	1	1	1	1	1	1	1
General Manager	General Manager	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
HC Supervisor	Supervisor	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
HC Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Finance & Accounting Supervisor	Supervisor	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Finance & Accounting Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Warehouse & Procurement Supervisor	Supervisor	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Warehouse Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Procurement Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Development Supervisor	Supervisor	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Operational Development Staff	Staff	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Operational Quality Control Supervisor	Supervisor	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Operational Quality Control Staff	Staff	Tetap	2	2	2	2	2	2	2	2	2	2	2	2
Sales & Marketing Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Marketing Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Sales Staff	Staff	Tetap	3	3	3	3	3	3	3	3	3	3	3	3
Staff IT	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Yayasan (General Service Non Staff)														
Office Boy	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
Security	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
Driver	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
			18	18	18	18	18	18	18	18	18	18	18	18

Tahun 2

Uraian	Level	Status Karyawan	Bulan 1 Qty	Bulan 2 Qty	Bulan 3 Qty	Bulan 4 Qty	Bulan 5 Qty	Bulan 6 Qty	Bulan 7 Qty	Bulan 8 Qty	Bulan 9 Qty	Bulan 10 Qty	Bulan 11 Qty	Bulan 12 Qty
Headcount														
Direktur	Direktur	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Tenaga Ahli	General Manager	Konsultan	1	1	1	1	1	1	1	1	1	1	1	1
General Manager	General Manager	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
HC Supervisor	Supervisor	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
HC Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Finance & Accounting Supervisor	Supervisor	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Finance & Accounting Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Warehouse & Procurement Supervisor	Supervisor	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Warehouse Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Procurement Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Development Supervisor	Supervisor	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Operational Development Staff	Staff	Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Operational Quality Control Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Quality Control Staff	Staff	Tetap	2	2	2	2	2	2	2	2	2	2	2	2
Sales & Marketing Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Marketing Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Sales Staff	Staff	Tetap	4	4	4	4	4	4	4	4	4	4	4	4
Staff IT	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Yayasan (General Service Non Staff)														
Office Boy	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
Security	Non Staff	Kontrak	2	2	2	2	2	2	2	2	2	2	2	2
Driver	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
			21	21	21	21	21	21	21	21	21	21	21	21

Tahun 3

Uraian	Level	Status Karyawan	Bulan 1 Qty	Bulan 2 Qty	Bulan 3 Qty	Bulan 4 Qty	Bulan 5 Qty	Bulan 6 Qty	Bulan 7 Qty	Bulan 8 Qty	Bulan 9 Qty	Bulan 10 Qty	Bulan 11 Qty	Bulan 12 Qty
Headcount														
Direktur	Direktur	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Tenaga Ahli	General Manager	Konsultan	1	1	1	1	1	1	1	1	1	1	1	1
General Manager	General Manager	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
HC Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
HC Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Finance & Accounting Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Finance & Accounting Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Warehouse & Procurement Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Warehouse Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Procurement Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Development Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Development Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Quality Control Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Quality Control Staff	Staff	Tetap	2	2	2	2	2	2	2	2	2	2	2	2
Sales & Marketing Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Marketing Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Sales Staff	Staff	Tetap	6	6	6	6	6	6	6	6	6	6	6	6
Staff IT	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Yayasan (General Service Non Staff)														
Office Boy	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
Security	Non Staff	Kontrak	2	2	2	2	2	2	2	2	2	2	2	2
Driver	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
			28	28	28	28	28	28	28	28	28	28	28	28

Tahun 4

Uraian	Level	StatusKaryawan	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
			Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty
Headcount														
Direktur	Direktur	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Tenaga Ahli	General Manager	Konsultan	1	1	1	1	1	1	1	1	1	1	1	1
General Manager	General Manager	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
HC Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
HC Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Finance & Accounting Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Finance & Accounting Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Warehouse & Procurement Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Warehouse Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Procurement Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Development Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Development Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Quality Control Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Quality Control Staff	Staff	Tetap	2	2	2	2	2	2	2	2	2	2	2	2
Sales & Marketing Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Marketing Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Sales Staff	Staff	Tetap	8	8	8	8	8	8	8	8	8	8	8	8
Staff IT	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Yayasan (General Service Non Staff)														
Office Boy	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
Security	Non Staff	Kontrak	2	2	2	2	2	2	2	2	2	2	2	2
Driver	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
			30	30	30	30	30	30	30	30	30	30	30	30

Tahun 5

Uraian	Level	StatusKaryawan	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
			Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty	Qty
Headcount														
Direktur	Direktur	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Tenaga Ahli	General Manager	Konsultan	1	1	1	1	1	1	1	1	1	1	1	1
General Manager	General Manager	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
HC Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
HC Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Finance & Accounting Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Finance & Accounting Staff	Staff	Tetap	2	2	2	2	2	2	2	2	2	2	2	2
Warehouse & Procurement Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Warehouse Staff	Staff	Tetap	2	2	2	2	2	2	2	2	2	2	2	2
Procurement Staff	Staff	Tetap	2	2	2	2	2	2	2	2	2	2	2	2
Operational Development Supervisor	Supervisor	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Development Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Operational Quality Control Supervisor	Supervisor	Tetap	2	2	2	2	2	2	2	2	2	2	2	2
Operational Quality Control Staff	Staff	Tetap	4	4	4	4	4	4	4	4	4	4	4	4
Sales & Marketing Supervisor	Supervisor	Tetap	2	2	2	2	2	2	2	2	2	2	2	2
Marketing Staff	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Sales Staff	Staff	Tetap	12	12	12	12	12	12	12	12	12	12	12	12
Staff IT	Staff	Tetap	1	1	1	1	1	1	1	1	1	1	1	1
Yayasan (General Service Non Staff)														
Office Boy	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
Security	Non Staff	Kontrak	2	2	2	2	2	2	2	2	2	2	2	2
Driver	Non Staff	Kontrak	1	1	1	1	1	1	1	1	1	1	1	1
			41	41	41	41	41	41	41	41	41	41	41	41

Sumber : Tim Penulis, 2021

Lampiran 7. 7 Tunjangan dan BPJS

Asumsi Gaji & Tunjangan	Tahun					BPJS	Tahun				
	Tahun 1	Tahun 2	Tahun 3	Tahun 4	Tahun 5		Tahun 1	Tahun 2	Tahun 3	Tahun 4	Tahun 5
Gaji	Rp 3.064.218	Rp 3.309.355	Rp 3.574.104	Rp 3.860.032	Rp 4.168.835						
Tunjangan Transport	Rp 200.000	Rp 200.000	Rp 200.000	Rp 200.000	Rp 200.000						
Tunjangan Makan	Rp 200.000	Rp 200.000	Rp 200.000	Rp 200.000	Rp 200.000						
Tunjangan Jabatan	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000						
BPJS JHT 2,00%	Rp (61.284)	Rp (66.187)	Rp (71.482)	Rp (77.201)	Rp (83.377)	BPJS TK 4,54%	Rp 139.116	Rp 150.245	Rp 162.264	Rp 173.246	Rp 189.265
BPJS JP 0,64%	Rp (19.640)	Rp (21.211)	Rp (22.908)	Rp (24.741)	Rp (26.720)	BPJS JP 1,28%	Rp 39.280	Rp 42.422	Rp 45.816	Rp 49.481	Rp 53.439
BPJS KS 0,33%	Rp (10.045)	Rp (10.849)	Rp (11.717)	Rp (12.655)	Rp (13.667)	BPJS KS 1,31%	Rp 40.183	Rp 43.398	Rp 46.870	Rp 50.619	Rp 54.669
Staff	Rp 3.373.248	Rp 3.611.107	Rp 3.867.996	Rp 4.145.436	Rp 4.445.071		Rp 218.578	Rp 236.065	Rp 254.950	Rp 275.346	Rp 297.374
Gaji	Rp 3.500.000	Rp 3.710.000	Rp 3.932.600	Rp 4.168.556	Rp 4.418.669						
Tunjangan Transport	Rp 200.000	Rp 200.000	Rp 200.000	Rp 200.000	Rp 200.000						
Tunjangan Makan	Rp 200.000	Rp 200.000	Rp 200.000	Rp 200.000	Rp 200.000						
Tunjangan Jabatan	Rp 500.000	Rp 500.000	Rp 500.000	Rp 500.000	Rp 500.000						
BPJS JHT 2,00%	Rp (70.000)	Rp (74.200)	Rp (78.652)	Rp (83.371)	Rp (88.373)	BPJS TK 4,54%	Rp 158.900	Rp 168.434	Rp 178.540	Rp 189.253	Rp 200.608
BPJS JP 0,64%	Rp (22.433)	Rp (23.779)	Rp (25.206)	Rp (26.719)	Rp (28.322)	BPJS JP 1,28%	Rp 44.866	Rp 47.558	Rp 50.411	Rp 53.436	Rp 56.642
BPJS KS 0,33%	Rp (11.474)	Rp (12.163)	Rp (12.893)	Rp (13.666)	Rp (14.486)	BPJS KS 1,31%	Rp 45.898	Rp 48.652	Rp 51.571	Rp 54.665	Rp 57.945
Supervisor	Rp 4.296.092	Rp 4.499.858	Rp 4.715.849	Rp 4.944.800	Rp 5.187.488		Rp 249.664	Rp 264.644	Rp 280.512	Rp 297.354	Rp 315.195
Gaji	Rp 7.000.000	Rp 7.420.000	Rp 7.865.200	Rp 8.337.112	Rp 8.837.339						
Tunjangan Transport	Rp 500.000	Rp 500.000	Rp 500.000	Rp 500.000	Rp 500.000						
Tunjangan Makan	Rp 500.000	Rp 500.000	Rp 500.000	Rp 500.000	Rp 500.000						
Tunjangan Jabatan	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000						
BPJS JHT 2,00%	Rp (140.000)	Rp (148.400)	Rp (157.304)	Rp (166.742)	Rp (176.747)	BPJS TK 4,54%	Rp 317.800	Rp 336.868	Rp 357.080	Rp 378.505	Rp 401.215
BPJS JP 0,64%	Rp (44.867)	Rp (47.559)	Rp (50.412)	Rp (53.437)	Rp (56.643)	BPJS JP 1,28%	Rp 89.732	Rp 95.116	Rp 100.822	Rp 106.872	Rp 113.284
BPJS KS 0,33%	Rp (22.949)	Rp (24.326)	Rp (25.785)	Rp (27.331)	Rp (28.973)	BPJS KS 1,31%	Rp 91.796	Rp 97.304	Rp 103.142	Rp 109.330	Rp 115.890
General Manager	Rp 8.792.184	Rp 9.199.715	Rp 9.631.698	Rp 10.089.600	Rp 10.574.976		Rp 499.328	Rp 529.287	Rp 561.045	Rp 594.707	Rp 630.390
Gaji	Rp 10.000.000	Rp 10.500.000	Rp 11.025.000	Rp 11.576.250	Rp 12.155.063						
Tunjangan Transport	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000						
Tunjangan Makan	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000	Rp 1.000.000						
Tunjangan Jabatan	Rp 2.000.000	Rp 2.000.000	Rp 2.000.000	Rp 2.000.000	Rp 2.000.000						
BPJS JHT 2,00%	Rp (200.000)	Rp (210.000)	Rp (220.500)	Rp (231.525)	Rp (243.101)	BPJS TK 4,54%	Rp 454.000	Rp 476.700	Rp 500.535	Rp 525.562	Rp 551.840
BPJS JP 0,64%	Rp (64.095)	Rp (67.300)	Rp (70.665)	Rp (74.199)	Rp (77.900)	BPJS JP 1,28%	Rp 128.188	Rp 134.597	Rp 141.327	Rp 148.394	Rp 155.813
BPJS KS 0,33%	Rp (32.784)	Rp (34.423)	Rp (36.145)	Rp (37.952)	Rp (39.849)	BPJS KS 1,31%	Rp 131.137	Rp 137.694	Rp 144.579	Rp 151.807	Rp 159.398
Direktur	Rp 13.763.120	Rp 14.188.276	Rp 14.697.690	Rp 15.232.575	Rp 15.794.203		Rp 713.325	Rp 748.992	Rp 786.441	Rp 825.763	Rp 867.051
Gaji	Rp 3.064.218	Rp 3.248.071	Rp 3.442.955	Rp 3.649.533	Rp 3.868.505						
BPJS 2,97%	Rp (90.970)	Rp (96.429)	Rp (102.214)	Rp (108.347)	Rp (114.848)						
Non Staff	Rp 2.973.248	Rp 3.151.642	Rp 3.340.741	Rp 3.541.185	Rp 3.753.657						

Sumber : Tim Penulis, 2021

Lampiran 8. 1 Neraca/Bulan

Tahun 1

PROYEKSI NERACA (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
AKTIVA												
Aktiva Lancar												
Kas dan Setara Kas	5,505,278,356	5,466,394,299	5,427,510,243	5,388,626,186	5,349,742,130	5,310,858,073	5,271,974,017	5,233,089,960	5,194,205,904	5,155,321,847	5,116,437,791	5,077,553,734
Piutang Usaha	530,796,000	536,760,000	542,724,000	548,688,000	554,652,000	560,616,000	566,580,000	572,544,000	578,508,000	584,472,000	590,436,000	596,400,000
Piutang Pajak	44,945,712	45,450,720	45,955,728	46,460,736	46,965,744	47,470,752	47,975,760	48,480,768	48,985,776	49,490,784	49,995,792	50,500,800
Persediaan	224,728,560	227,253,600	229,778,640	232,303,680	234,828,720	237,353,760	239,878,800	242,403,840	244,928,880	247,453,920	249,978,960	252,504,000
Biaya dibayar dimuka	137,060,000	138,600,000	140,140,000	141,680,000	143,220,000	144,760,000	146,300,000	147,840,000	149,380,000	150,920,000	152,460,000	154,000,000
Total Aktiva Lancar	6,442,808,628	6,414,458,619	6,386,108,611	6,357,758,602	6,329,408,594	6,301,058,585	6,272,708,577	6,244,358,568	6,216,008,560	6,187,658,551	6,159,308,543	6,130,958,534
Aktiva Tetap												
Aktiva Tetap	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000
Akumulasi Penyusutan	(10,416,667)	(20,833,333)	(31,250,000)	(41,666,667)	(52,083,333)	(62,500,000)	(72,916,667)	(83,333,333)	(93,750,000)	(104,166,667)	(114,583,333)	(125,000,000)
Total Aktiva Tetap	889,583,333	879,166,667	868,750,000	858,333,333	847,916,667	837,500,000	827,083,333	816,666,667	806,250,000	795,833,333	785,416,667	775,000,000
TOTAL AKTIVA	7,332,391,961	7,293,625,286	7,254,858,611	7,216,091,936	7,177,325,260	7,138,558,585	7,099,791,910	7,061,025,235	7,022,258,560	6,983,491,885	6,944,725,209	6,905,958,534
PASIVA												
Kewajiban Lancar												
Hutang Dagang	449,457,120	454,507,200	459,557,280	464,607,360	469,657,440	474,707,520	479,757,600	484,807,680	489,857,760	494,907,840	499,957,920	505,008,000
Hutang Lainnya	149,953,264	151,638,133	153,323,001	155,007,869	156,692,737	158,377,605	160,062,473	161,747,341	163,432,210	165,117,078	166,801,946	168,486,814
Hutang Pajak	53,079,600	53,676,000	54,272,400	54,868,800	55,465,200	56,061,600	56,658,000	57,254,400	57,850,800	58,447,200	59,043,600	59,640,000
Total Kewajiban Lancar	652,489,984	659,821,333	667,152,681	674,484,029	681,815,377	689,146,725	696,478,073	703,809,421	711,140,770	718,472,118	725,803,466	733,134,814
Kewajiban Jangka Panjang												
Hutang Bank	667,500,000	675,000,000	682,500,000	690,000,000	697,500,000	705,000,000	712,500,000	720,000,000	727,500,000	735,000,000	742,500,000	750,000,000
Hutang Leasing	66,750,000	67,500,000	68,250,000	69,000,000	69,750,000	70,500,000	71,250,000	72,000,000	72,750,000	73,500,000	74,250,000	75,000,000
Kewajiban Jangka Panjang	734,250,000	742,500,000	750,750,000	759,000,000	767,250,000	775,500,000	783,750,000	792,000,000	800,250,000	808,500,000	816,750,000	825,000,000
Total Kewajiban	1,386,739,984	1,402,321,333	1,417,902,681	1,433,484,029	1,449,065,377	1,464,646,725	1,480,228,073	1,495,809,421	1,511,390,770	1,526,972,118	1,542,553,466	1,558,134,814
Ekuitas												
Modal Dasar	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000
Laba Ditahan	-	-	-	-	-	-	-	-	-	-	-	-
Laba Tahun Berjalan	(54,348,023)	(108,696,047)	(163,044,070)	(217,392,093)	(271,740,117)	(326,088,140)	(380,436,163)	(434,784,187)	(489,132,210)	(543,480,233)	(597,828,256)	(652,176,280)
Total Ekuitas	5,945,651,977	5,891,303,953	5,836,955,930	5,782,607,907	5,728,259,883	5,673,911,860	5,619,563,837	5,565,215,813	5,510,867,790	5,456,519,767	5,402,171,744	5,347,823,720
TOTAL PASIVA	7,332,391,961	7,293,625,286	7,254,858,611	7,216,091,936	7,177,325,260	7,138,558,585	7,099,791,910	7,061,025,235	7,022,258,560	6,983,491,885	6,944,725,209	6,905,958,534

Tahun 2

PROYEKSI NERACA (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
AKTIVA												
Aktiva Lancar												
Kas dan Setara Kas	4,843,697,507	4,868,482,138	4,893,266,768	4,918,051,398	4,942,836,028	4,967,620,658	4,992,405,288	5,017,189,919	5,041,974,549	5,066,759,179	5,091,543,809	5,116,328,439
Piutang Usaha	636,955,200	644,112,000	651,268,800	658,425,600	665,582,400	672,739,200	679,896,000	687,052,800	694,209,600	701,366,400	708,523,200	715,680,000
Piutang Pajak	71,913,139	72,721,152	73,529,165	74,337,178	75,145,190	75,953,203	76,761,216	77,569,229	78,377,242	79,185,254	79,993,267	80,801,280
Persediaan	359,565,696	363,605,760	367,645,824	371,685,888	375,725,952	379,766,016	383,806,080	387,846,144	391,886,208	395,926,272	399,966,336	404,006,400
Biaya dibayar dimuka	143,913,000	145,530,000	147,147,000	148,764,000	150,381,000	151,998,000	153,615,000	155,232,000	156,849,000	158,466,000	160,083,000	161,700,000
Total Aktiva Lancar	6,056,044,543	6,094,451,050	6,132,857,557	6,171,264,063	6,209,670,570	6,248,077,077	6,286,483,584	6,324,890,091	6,363,296,598	6,401,703,105	6,440,109,612	6,478,516,119
Aktiva Tetap												
Aktiva Tetap	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000
Akumulasi Penyusutan	(135,416,667)	(145,833,333)	(156,250,000)	(166,666,667)	(177,083,333)	(187,500,000)	(197,916,667)	(208,333,333)	(218,750,000)	(229,166,667)	(239,583,333)	(250,000,000)
Total Aktiva Tetap	764,583,333	754,166,667	743,750,000	733,333,333	722,916,667	712,500,000	702,083,333	691,666,667	681,250,000	670,833,333	660,416,667	650,000,000
TOTAL AKTIVA	6,820,627,876	6,848,617,716	6,876,607,557	6,904,597,397	6,932,587,237	6,960,577,077	6,988,566,918	7,016,556,758	7,044,546,598	7,072,536,439	7,100,526,279	7,128,516,119
PASIVA												
Kewajiban Lancar												
Hutang Dagang	719,131,392	727,211,520	735,291,648	743,371,776	751,451,904	759,532,032	767,612,160	775,692,288	783,772,416	791,852,544	799,932,672	808,012,800
Hutang Lainnya	188,905,748	191,028,284	193,150,821	195,273,357	197,395,894	199,518,430	201,640,967	203,763,503	205,886,040	208,008,576	210,131,113	212,253,649
Hutang Pajak	63,695,520	64,411,200	65,126,880	65,842,560	66,558,240	67,273,920	67,989,600	68,705,280	69,420,960	70,136,640	70,852,320	71,568,000
Total Kewajiban Lancar	971,732,660	982,651,004	993,569,349	1,004,487,693	1,015,406,038	1,026,324,382	1,037,242,727	1,048,161,071	1,059,079,416	1,069,997,760	1,080,916,105	1,091,834,449
Kewajiban Jangka Panjang												
Hutang Bank	445,000,000	450,000,000	455,000,000	460,000,000	465,000,000	470,000,000	475,000,000	480,000,000	485,000,000	490,000,000	495,000,000	500,000,000
Hutang Leasing	44,500,000	45,000,000	45,500,000	46,000,000	46,500,000	47,000,000	47,500,000	48,000,000	48,500,000	49,000,000	49,500,000	50,000,000
Kewajiban Jangka Panjang	489,500,000	495,000,000	500,500,000	506,000,000	511,500,000	517,000,000	522,500,000	528,000,000	533,500,000	539,000,000	544,500,000	550,000,000
Total Kewajiban	1,461,232,660	1,477,651,004	1,494,069,349	1,510,487,693	1,526,906,038	1,543,324,382	1,559,742,727	1,576,161,071	1,592,579,416	1,608,997,760	1,625,416,105	1,641,834,449
Ekuitas												
Modal Dasar	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000
Laba Ditahan	(652,176,280)	(652,176,280)	(652,176,280)	(652,176,280)	(652,176,280)	(652,176,280)	(652,176,280)	(652,176,280)	(652,176,280)	(652,176,280)	(652,176,280)	(652,176,280)
Laba Tahun Berjalan	11,571,496	23,142,992	34,714,487	46,285,983	57,857,479	69,428,975	81,000,471	92,571,966	104,143,462	115,714,958	127,286,454	138,857,950
Total Ekuitas	5,359,395,216	5,370,966,712	5,382,538,208	5,394,109,703	5,405,681,199	5,417,252,695	5,428,824,191	5,440,395,687	5,451,967,182	5,463,538,678	5,475,110,174	5,486,681,670
TOTAL PASIVA	6,820,627,876	6,848,617,716	6,876,607,557	6,904,597,397	6,932,587,237	6,960,577,077	6,988,566,918	7,016,556,758	7,044,546,598	7,072,536,439	7,100,526,279	7,128,516,119

Tahun 3

PROYEKSI NERACA (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
AKTIVA												
Aktiva Lancar												
Kas dan Setara Kas	4,825,320,281	4,929,380,524	5,033,440,766	5,137,501,009	5,241,561,252	5,345,621,494	5,449,681,737	5,553,741,979	5,657,802,222	5,761,862,465	5,865,922,707	5,969,982,950
Piutang Usaha	1,070,084,736	1,082,108,160	1,094,131,584	1,106,155,008	1,118,178,432	1,130,201,856	1,142,225,280	1,154,248,704	1,166,272,128	1,178,295,552	1,190,318,976	1,202,342,400
Piutang Pajak	120,814,074	122,171,535	123,528,997	124,886,458	126,243,920	127,601,381	128,958,843	130,316,304	131,673,766	133,031,227	134,388,689	135,746,150
Persediaan	604,070,369	610,857,677	617,644,984	624,432,292	631,219,599	638,006,907	644,794,214	651,581,522	658,368,829	665,156,137	671,943,444	678,730,752
Biaya dibayar dimuka	151,108,650	152,806,500	154,504,350	156,202,200	157,900,050	159,597,900	161,295,750	162,993,600	164,691,450	166,389,300	168,087,150	169,785,000
Total Aktiva Lancar	6,771,398,110	6,897,324,396	7,023,250,681	7,149,176,967	7,275,103,253	7,401,029,538	7,526,955,824	7,652,882,110	7,778,808,395	7,904,734,681	8,030,660,967	8,156,587,252
Aktiva Tetap												
Aktiva Tetap	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000	900,000,000
Akumulasi Penyusutan	(260,416,667)	(270,833,333)	(281,250,000)	(291,666,667)	(302,083,333)	(312,500,000)	(322,916,667)	(333,333,333)	(343,750,000)	(354,166,667)	(364,583,333)	(375,000,000)
Total Aktiva Tetap	639,583,333	629,166,667	618,750,000	608,333,333	597,916,667	587,500,000	577,083,333	566,666,667	556,250,000	545,833,333	535,416,667	525,000,000
TOTAL AKTIVA	7,410,981,443	7,526,491,062	7,642,000,681	7,757,510,300	7,873,019,919	7,988,529,538	8,104,039,157	8,219,548,776	8,335,058,395	8,450,568,014	8,566,077,633	8,681,587,252
PASIVA												
Kewajiban Lancar												
Hutang Dagang	1,208,140,739	1,221,715,354	1,235,289,969	1,248,864,584	1,262,439,199	1,276,013,814	1,289,588,429	1,303,163,044	1,316,737,659	1,330,312,274	1,343,886,889	1,357,461,504
Hutang Lainnya	269,445,376	272,472,852	275,500,328	278,527,805	281,555,281	284,582,757	287,610,233	290,637,709	293,665,185	296,692,661	299,720,138	302,747,614
Hutang Pajak	107,008,474	108,210,816	109,413,158	110,615,501	111,817,843	113,020,186	114,222,528	115,424,870	116,627,213	117,829,555	119,031,898	120,234,240
Total Kewajiban Lancar	1,584,594,588	1,602,399,022	1,620,203,455	1,638,007,889	1,655,812,323	1,673,616,756	1,691,421,190	1,709,225,623	1,727,030,057	1,744,834,491	1,762,638,924	1,780,443,358
Kewajiban Jangka Panjang												
Hutang Bank	222,500,000	225,000,000	227,500,000	230,000,000	232,500,000	235,000,000	237,500,000	240,000,000	242,500,000	245,000,000	247,500,000	250,000,000
Hutang Leasing	22,250,000	22,500,000	22,750,000	23,000,000	23,250,000	23,500,000	23,750,000	24,000,000	24,250,000	24,500,000	24,750,000	25,000,000
Kewajiban Jangka Panjang	244,750,000	247,500,000	250,250,000	253,000,000	255,750,000	258,500,000	261,250,000	264,000,000	266,750,000	269,500,000	272,250,000	275,000,000
Total Kewajiban	1,829,344,588	1,849,899,022	1,870,453,455	1,891,007,889	1,911,562,323	1,932,116,756	1,952,671,190	1,973,225,623	1,993,780,057	2,014,334,491	2,034,888,924	2,055,443,358
Ekuitas												
Modal Dasar	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000
Laba Ditahan	(513,318,330)	(513,318,330)	(513,318,330)	(513,318,330)	(513,318,330)	(513,318,330)	(513,318,330)	(513,318,330)	(513,318,330)	(513,318,330)	(513,318,330)	(513,318,330)
Laba Tahun Berjalan	94,955,185	189,910,371	284,865,556	379,820,742	474,775,927	569,731,112	664,686,298	759,641,483	854,596,669	949,551,854	1,044,507,039	1,139,462,225
Total Ekuitas	5,581,636,855	5,676,592,041	5,771,547,226	5,866,502,411	5,961,457,597	6,056,412,782	6,151,367,968	6,246,323,153	6,341,278,338	6,436,233,524	6,531,188,709	6,626,143,895
TOTAL PASIVA	7,410,981,443	7,526,491,062	7,642,000,681	7,757,510,300	7,873,019,919	7,988,529,538	8,104,039,157	8,219,548,776	8,335,058,395	8,450,568,014	8,566,077,633	8,681,587,252

Tahun 4

PROYEKSI NERACA (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
AKTIVA												
Aktiva Lancar												
Kas dan Setara Kas	4,703,678,435	4,964,596,850	5,225,515,264	5,486,433,678	5,747,352,092	6,008,270,506	6,269,188,920	6,530,107,334	6,791,025,748	7,051,944,162	7,312,862,576	7,573,780,991
Piutang Usaha	2,054,562,693	2,077,647,667	2,100,732,641	2,123,817,615	2,146,902,589	2,169,987,564	2,193,072,538	2,216,157,512	2,239,242,486	2,262,327,460	2,285,412,434	2,308,497,408
Piutang Pajak	193,302,518	195,474,457	197,646,395	199,818,333	201,990,272	204,162,210	206,334,149	208,506,087	210,678,025	212,849,964	215,021,902	217,193,841
Persediaan	966,512,591	977,372,283	988,231,975	999,091,667	1,009,951,359	1,020,811,051	1,031,670,743	1,042,530,435	1,053,390,127	1,064,249,819	1,075,109,511	1,085,969,203
Biaya dibayar dimuka	158,664,083	160,446,825	162,229,568	164,012,310	165,795,053	167,577,795	169,360,538	171,143,280	172,926,023	174,708,765	176,491,508	178,274,250
Total Aktiva Lancar	8,076,720,320	8,375,538,081	8,674,355,842	8,973,173,603	9,271,991,365	9,570,809,126	9,869,626,887	10,168,444,648	10,467,262,409	10,766,080,170	11,064,897,931	11,363,715,692
Aktiva Tetap												
Aktiva Tetap	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000
Akumulasi Penyusutan	(392,833,333)	(410,666,667)	(428,500,000)	(446,333,333)	(464,166,667)	(482,000,000)	(499,833,333)	(517,666,667)	(535,500,000)	(553,333,333)	(571,166,667)	(589,000,000)
Total Aktiva Tetap	1,302,166,667	1,284,333,333	1,266,500,000	1,248,666,667	1,230,833,333	1,213,000,000	1,195,166,667	1,177,333,333	1,159,500,000	1,141,666,667	1,123,833,333	1,106,000,000
TOTAL AKTIVA	9,378,886,987	9,659,871,415	9,940,855,842	10,221,840,270	10,502,824,698	10,783,809,126	11,064,793,553	11,345,777,981	11,626,762,409	11,907,746,837	12,188,731,265	12,469,715,692
PASIVA												
Kewajiban Lancar												
Hutang Dagang	1,933,025,182	1,954,744,566	1,976,463,950	1,998,183,334	2,019,902,718	2,041,622,102	2,063,341,486	2,085,060,870	2,106,780,254	2,128,499,638	2,150,219,022	2,171,938,406
Hutang Lainnya	361,365,380	365,425,665	369,485,950	373,546,236	377,606,521	381,666,806	385,727,091	389,787,376	393,847,661	397,907,947	401,968,232	406,028,517
Hutang Pajak	205,456,269	207,764,767	210,073,264	212,381,762	214,690,259	216,998,756	219,307,254	221,615,751	223,924,249	226,232,746	228,541,243	230,849,741
Total Kewajiban Lancar	2,499,846,831	2,527,934,998	2,556,023,164	2,584,111,331	2,612,199,498	2,640,287,664	2,668,375,831	2,696,463,998	2,724,552,164	2,752,640,331	2,780,728,497	2,808,816,664
Kewajiban Jangka Panjang												
Hutang Bank	-	-	-	-	-	-	-	-	-	-	-	-
Hutang Leasing	-	-	-	-	-	-	-	-	-	-	-	-
Kewajiban Jangka Panjang	-	-	-	-	-	-	-	-	-	-	-	-
Total Kewajiban	2,499,846,831	2,527,934,998	2,556,023,164	2,584,111,331	2,612,199,498	2,640,287,664	2,668,375,831	2,696,463,998	2,724,552,164	2,752,640,331	2,780,728,497	2,808,816,664
Ekuitas												
Modal Dasar	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000
Laba Ditahan	626,143,895	626,143,895	626,143,895	626,143,895	626,143,895	626,143,895	626,143,895	626,143,895	626,143,895	626,143,895	626,143,895	626,143,895
Laba Tahun Berjalan	252,896,261	505,792,522	758,688,783	1,011,585,045	1,264,481,306	1,517,377,567	1,770,273,828	2,023,170,089	2,276,066,350	2,528,962,611	2,781,858,873	3,034,755,134
Total Ekuitas	6,879,040,156	7,131,936,417	7,384,832,678	7,637,728,939	7,890,625,200	8,143,521,461	8,396,417,723	8,649,313,984	8,902,210,245	9,155,106,506	9,408,002,767	9,660,899,028
TOTAL PASIVA	9,378,886,987	9,659,871,415	9,940,855,842	10,221,840,270	10,502,824,698	10,783,809,126	11,064,793,553	11,345,777,981	11,626,762,409	11,907,746,837	12,188,731,265	12,469,715,692

Tahun 5

PROYEKSI NERACA (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
AKTIVA												
Aktiva Lancar												
Kas dan Setara Kas	6,871,806,975	7,378,287,898	7,884,768,821	8,391,249,744	8,897,730,667	9,404,211,590	9,910,692,513	10,417,173,436	10,923,654,359	11,430,135,281	11,936,616,204	12,443,097,127
Piutang Usaha	4,384,720,650	4,433,987,174	4,483,253,699	4,532,520,223	4,581,786,747	4,631,053,271	4,680,319,795	4,729,586,319	4,778,852,844	4,828,119,368	4,877,385,892	4,926,652,416
Piutang Pajak	337,064,032	340,851,268	344,638,504	348,425,741	352,212,977	356,000,213	359,787,450	363,574,686	367,361,922	371,149,158	374,936,395	378,723,631
Persediaan	1,685,320,158	1,704,256,340	1,723,192,522	1,742,128,703	1,761,064,885	1,780,001,066	1,798,937,248	1,817,873,429	1,836,809,611	1,855,745,792	1,874,681,974	1,893,618,156
Biaya dibayar dimuka	166,597,287	168,469,166	170,341,046	172,212,926	174,084,805	175,956,685	177,828,564	179,700,444	181,572,324	183,444,203	185,316,083	187,187,963
Total Aktiva Lancar	13,445,509,102	14,025,851,847	14,606,194,591	15,186,537,336	15,766,880,080	16,347,222,825	16,927,565,570	17,507,908,314	18,088,251,059	18,668,593,803	19,248,936,548	19,829,279,292
Aktiva Tetap												
Aktiva Tetap	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000	1,695,000,000
Akumulasi Penyusutan	(606,833,333)	(624,666,667)	(642,500,000)	(660,333,333)	(678,166,667)	(696,000,000)	(713,833,333)	(731,666,667)	(749,500,000)	(767,333,333)	(785,166,667)	(803,000,000)
Total Aktiva Tetap	1,088,166,667	1,070,333,333	1,052,500,000	1,034,666,667	1,016,833,333	999,000,000	981,166,667	963,333,333	945,500,000	927,666,667	909,833,333	892,000,000
TOTAL AKTIVA	14,533,675,769	15,096,185,180	15,658,694,591	16,221,204,003	16,783,713,414	17,346,222,825	17,908,732,236	18,471,241,647	19,033,751,059	19,596,260,470	20,158,769,881	20,721,279,292
PASIVA												
Kewajiban Lancar												
Hutang Dagang	3,370,640,317	3,408,512,680	3,446,385,043	3,484,257,406	3,522,129,769	3,560,002,132	3,597,874,495	3,635,746,859	3,673,619,222	3,711,491,585	3,749,363,948	3,787,236,311
Hutang Lainnya	550,135,258	556,316,553	562,497,848	568,679,143	574,860,438	581,041,733	587,223,028	593,404,323	599,585,618	605,766,913	611,948,208	618,129,504
Hutang Pajak	438,472,065	443,398,717	448,325,370	453,252,022	458,178,675	463,105,327	468,031,980	472,958,632	477,885,284	482,811,937	487,738,589	492,665,242
Total Kewajiban Lancar	4,359,247,640	4,408,227,951	4,457,208,261	4,506,188,572	4,555,168,882	4,604,149,193	4,653,129,503	4,702,109,814	4,751,090,124	4,800,070,435	4,849,050,746	4,898,031,056
Kewajiban Jangka Panjang												
Hutang Bank	-	-	-	-	-	-	-	-	-	-	-	-
Hutang Leasing	-	-	-	-	-	-	-	-	-	-	-	-
Kewajiban Jangka Panjang	-	-	-	-	-	-	-	-	-	-	-	-
Total Kewajiban	4,359,247,640	4,408,227,951	4,457,208,261	4,506,188,572	4,555,168,882	4,604,149,193	4,653,129,503	4,702,109,814	4,751,090,124	4,800,070,435	4,849,050,746	4,898,031,056
Ekuitas												
Modal Dasar	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000	6,000,000,000
Laba Ditahan	3,660,899,028	3,660,899,028	3,660,899,028	3,660,899,028	3,660,899,028	3,660,899,028	3,660,899,028	3,660,899,028	3,660,899,028	3,660,899,028	3,660,899,028	3,660,899,028
Laba Tahun Berjalan	513,529,101	1,027,058,201	1,540,587,302	2,054,116,403	2,567,645,503	3,081,174,604	3,594,703,705	4,108,232,805	4,621,761,906	5,135,291,007	5,648,820,107	6,162,349,208
Total Ekuitas	10,174,428,129	10,687,957,230	11,201,486,330	11,715,015,431	12,228,544,532	12,742,073,632	13,255,602,733	13,769,131,834	14,282,660,934	14,796,190,035	15,309,719,136	15,823,248,236
TOTAL PASIVA	14,533,675,769	15,096,185,180	15,658,694,591	16,221,204,003	16,783,713,414	17,346,222,825	17,908,732,236	18,471,241,647	19,033,751,059	19,596,260,470	20,158,769,881	20,721,279,292

Lampiran 8. 2 Laporan Laba (Rugi)/Bulan

Tahun 1												
Proyeksi Laba (Rugi)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Penjualan	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000	447,300,000
HPP	210,420,000	210,420,000	210,420,000	210,420,000	210,420,000	210,420,000	210,420,000	210,420,000	210,420,000	210,420,000	210,420,000	210,420,000
Laba Kotor	236,880,000	236,880,000	236,880,000	236,880,000	236,880,000	236,880,000	236,880,000	236,880,000	236,880,000	236,880,000	236,880,000	236,880,000
Beban Administrasi & Umum												
Biaya Operasional												
Biaya Listrik	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000	11,000,000
Biaya Air	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333
Biaya telephone & Internet	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667	11,916,667
Biaya utilitas lainnya	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333	4,583,333
Biaya Kendaraan	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667
Biaya Perawatan peralatan	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333	10,083,333
Biaya Pemeliharaan gedung	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333	7,333,333
Biaya ATK, Cetak, keperluan kantor lainnya	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667	6,416,667
Biaya Perijinan	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000	8,250,000
Biaya sewa gedung	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333	12,833,333
Biaya G&A lainnya	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000	5,500,000
Biaya Pra Operasional	8,333,333	8,333,333	8,333,333	8,333,333	8,333,333	8,333,333	8,333,333	8,333,333	8,333,333	8,333,333	8,333,333	8,333,333
Total Biaya Operasional	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000	100,000,000
Biaya Pemasaran												
Digital Marketing	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000	4,473,000
Promosi	33,100,200	33,100,200	33,100,200	33,100,200	33,100,200	33,100,200	33,100,200	33,100,200	33,100,200	33,100,200	33,100,200	33,100,200
Iklan	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000	17,892,000
Sponsorship	23,259,600	23,259,600	23,259,600	23,259,600	23,259,600	23,259,600	23,259,600	23,259,600	23,259,600	23,259,600	23,259,600	23,259,600
Marketing Support	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200	10,735,200
Total Biaya Pemasaran	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000	89,460,000
Biaya Pegawai												
Gaji Pegawai	81,609,047	81,609,047	81,609,047	81,609,047	81,609,047	81,609,047	81,609,047	81,609,047	81,609,047	81,609,047	81,609,047	81,609,047
Seragam	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000	225,000
BPJS	5,818,725	5,818,725	5,818,725	5,818,725	5,818,725	5,818,725	5,818,725	5,818,725	5,818,725	5,818,725	5,818,725	5,818,725
THR	2,266,918	2,266,918	2,266,918	2,266,918	2,266,918	2,266,918	2,266,918	2,266,918	2,266,918	2,266,918	2,266,918	2,266,918
Bonus	-	-	-	-	-	-	-	-	-	-	-	-
Pelatihan dan pengembangan	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000	1,250,000
Rekrutmen	81,667	81,667	81,667	81,667	81,667	81,667	81,667	81,667	81,667	81,667	81,667	81,667
Kegiatan Karyawan	-	-	-	-	-	-	-	-	-	-	-	-
Biaya Pegawai Lainnya	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Total Biaya Pegawai	91,351,357	91,351,357	91,351,357	91,351,357	91,351,357	91,351,357	91,351,357	91,351,357	91,351,357	91,351,357	91,351,357	91,351,357
Total Beban Administrasi & Umum	280,811,357	280,811,357	280,811,357	280,811,357	280,811,357	280,811,357	280,811,357	280,811,357	280,811,357	280,811,357	280,811,357	280,811,357
EBITDA	(43,931,357)	(43,931,357)	(43,931,357)	(43,931,357)	(43,931,357)	(43,931,357)	(43,931,357)	(43,931,357)	(43,931,357)	(43,931,357)	(43,931,357)	(43,931,357)
Depresiasi	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667
Pajak	-	-	-	-	-	-	-	-	-	-	-	-
Laba Bersih	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)

Tahun 2

Proyeksi Laba (Rugi)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Penjualan	715.680.000	715.680.000	715.680.000	715.680.000	715.680.000	715.680.000	715.680.000	715.680.000	715.680.000	715.680.000	715.680.000	715.680.000
HPP	336.672.000	336.672.000	336.672.000	336.672.000	336.672.000	336.672.000	336.672.000	336.672.000	336.672.000	336.672.000	336.672.000	336.672.000
Laba Kotor	379.008.000	379.008.000	379.008.000	379.008.000	379.008.000	379.008.000	379.008.000	379.008.000	379.008.000	379.008.000	379.008.000	379.008.000
Beban Administrasi & Umum												
Biaya Operasional												
Biaya Listrik	11.550.000	11.550.000	11.550.000	11.550.000	11.550.000	11.550.000	11.550.000	11.550.000	11.550.000	11.550.000	11.550.000	11.550.000
Biaya Air	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000
Biaya telephone & Internet	12.512.500	12.512.500	12.512.500	12.512.500	12.512.500	12.512.500	12.512.500	12.512.500	12.512.500	12.512.500	12.512.500	12.512.500
Biaya utilitas lainnya	4.812.500	4.812.500	4.812.500	4.812.500	4.812.500	4.812.500	4.812.500	4.812.500	4.812.500	4.812.500	4.812.500	4.812.500
Biaya Kendaraan	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500
Biaya Perawatan peralatan	10.587.500	10.587.500	10.587.500	10.587.500	10.587.500	10.587.500	10.587.500	10.587.500	10.587.500	10.587.500	10.587.500	10.587.500
Biaya Pemeliharaan gedung	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000	7.700.000
Biaya ATK, Cetak, keperluan kantor lainnya	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500	6.737.500
Biaya Perijinan	8.662.500	8.662.500	8.662.500	8.662.500	8.662.500	8.662.500	8.662.500	8.662.500	8.662.500	8.662.500	8.662.500	8.662.500
Biaya sewa gedung	13.475.000	13.475.000	13.475.000	13.475.000	13.475.000	13.475.000	13.475.000	13.475.000	13.475.000	13.475.000	13.475.000	13.475.000
Biaya G&A lainnya	5.775.000	5.775.000	5.775.000	5.775.000	5.775.000	5.775.000	5.775.000	5.775.000	5.775.000	5.775.000	5.775.000	5.775.000
Biaya Pra Operasional	-	-	-	-	-	-	-	-	-	-	-	-
Total Biaya Operasional	96.250.000	96.250.000	96.250.000	96.250.000	96.250.000	96.250.000	96.250.000	96.250.000	96.250.000	96.250.000	96.250.000	96.250.000
Biaya Pemasaran												
Digital Marketing	7.156.800	7.156.800	7.156.800	7.156.800	7.156.800	7.156.800	7.156.800	7.156.800	7.156.800	7.156.800	7.156.800	7.156.800
Promosi	52.960.320	52.960.320	52.960.320	52.960.320	52.960.320	52.960.320	52.960.320	52.960.320	52.960.320	52.960.320	52.960.320	52.960.320
Iklan	28.627.200	28.627.200	28.627.200	28.627.200	28.627.200	28.627.200	28.627.200	28.627.200	28.627.200	28.627.200	28.627.200	28.627.200
Sponsorship	37.215.360	37.215.360	37.215.360	37.215.360	37.215.360	37.215.360	37.215.360	37.215.360	37.215.360	37.215.360	37.215.360	37.215.360
Marketing Support	17.176.320	17.176.320	17.176.320	17.176.320	17.176.320	17.176.320	17.176.320	17.176.320	17.176.320	17.176.320	17.176.320	17.176.320
Total Biaya Pemasaran	143.136.000	143.136.000	143.136.000	143.136.000	143.136.000	143.136.000	143.136.000	143.136.000	143.136.000	143.136.000	143.136.000	143.136.000
Biaya Pegawai												
Gaji Pegawai	97.527.281	97.527.281	97.527.281	97.527.281	97.527.281	97.527.281	97.527.281	97.527.281	97.527.281	97.527.281	97.527.281	97.527.281
Seragam	37.500	37.500	37.500	37.500	37.500	37.500	37.500	37.500	37.500	37.500	37.500	37.500
BPJS	6.953.695	6.953.695	6.953.695	6.953.695	6.953.695	6.953.695	6.953.695	6.953.695	6.953.695	6.953.695	6.953.695	6.953.695
THR	8.127.273	8.127.273	8.127.273	8.127.273	8.127.273	8.127.273	8.127.273	8.127.273	8.127.273	8.127.273	8.127.273	8.127.273
Bonus	-	-	-	-	-	-	-	-	-	-	-	-
Pelatihan dan pengembangan	1.500.000	1.500.000	1.500.000	1.500.000	1.500.000	1.500.000	1.500.000	1.500.000	1.500.000	1.500.000	1.500.000	1.500.000
Rekrutmen	114.333	114.333	114.333	114.333	114.333	114.333	114.333	114.333	114.333	114.333	114.333	114.333
Kegiatan Karyawan	-	-	-	-	-	-	-	-	-	-	-	-
Biaya Pegawai Lainnya	110.000	110.000	110.000	110.000	110.000	110.000	110.000	110.000	110.000	110.000	110.000	110.000
Total Biaya Pegawai	114.370.082	114.370.082	114.370.082	114.370.082	114.370.082	114.370.082	114.370.082	114.370.082	114.370.082	114.370.082	114.370.082	114.370.082
Total Beban Administrasi & Umum	353.756.082	353.756.082	353.756.082	353.756.082	353.756.082	353.756.082	353.756.082	353.756.082	353.756.082	353.756.082	353.756.082	353.756.082
EBITDA	25.251.918	25.251.918	25.251.918	25.251.918	25.251.918	25.251.918	25.251.918	25.251.918	25.251.918	25.251.918	25.251.918	25.251.918
Depresiasi	10.416.667	10.416.667	10.416.667	10.416.667	10.416.667	10.416.667	10.416.667	10.416.667	10.416.667	10.416.667	10.416.667	10.416.667
Pajak	3.263.755	3.263.755	3.263.755	3.263.755	3.263.755	3.263.755	3.263.755	3.263.755	3.263.755	3.263.755	3.263.755	3.263.755
Laba Bersih	11.571.496	11.571.496	11.571.496	11.571.496	11.571.496	11.571.496	11.571.496	11.571.496	11.571.496	11.571.496	11.571.496	11.571.496

Tahun 3

Proyeksi Laba (Rugi)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Penjualan	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400	1,202,342,400
HPP	565,608,960	565,608,960	565,608,960	565,608,960	565,608,960	565,608,960	565,608,960	565,608,960	565,608,960	565,608,960	565,608,960	565,608,960
Laba Kotor	636,733,440	636,733,440	636,733,440	636,733,440	636,733,440	636,733,440	636,733,440	636,733,440	636,733,440	636,733,440	636,733,440	636,733,440
Beban Administrasi & Umum												
Biaya Operasional												
Biaya Listrik	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500	12,127,500
Biaya Air	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000
Biaya telephone & Internet	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125	13,138,125
Biaya utilitas lainnya	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125	5,053,125
Biaya Kendaraan	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375
Biaya Perawatan peralatan	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875	11,116,875
Biaya Pemeliharaan gedung	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000	8,085,000
Biaya ATK, Cetakan, keperluan kantor lainnya	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375	7,074,375
Biaya Perijinan	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625	9,095,625
Biaya sewa gedung	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750	14,148,750
Biaya G&A lainnya	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750	6,063,750
Biaya Pra Operasional	-	-	-	-	-	-	-	-	-	-	-	-
Total Biaya Operasional	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500	101,062,500
Biaya Pemasaran												
Digital Marketing	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424	12,023,424
Promosi	88,973,338	88,973,338	88,973,338	88,973,338	88,973,338	88,973,338	88,973,338	88,973,338	88,973,338	88,973,338	88,973,338	88,973,338
Iklan	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696	48,093,696
Sponsorship	62,521,805	62,521,805	62,521,805	62,521,805	62,521,805	62,521,805	62,521,805	62,521,805	62,521,805	62,521,805	62,521,805	62,521,805
Marketing Support	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218	28,856,218
Total Biaya Pemasaran	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480	240,468,480
Biaya Pegawai												
Gaji Pegawai	133,639,085	133,639,085	133,639,085	133,639,085	133,639,085	133,639,085	133,639,085	133,639,085	133,639,085	133,639,085	133,639,085	133,639,085
Seragam	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500	87,500
BPJS	9,528,467	9,528,467	9,528,467	9,528,467	9,528,467	9,528,467	9,528,467	9,528,467	9,528,467	9,528,467	9,528,467	9,528,467
THR	11,136,590	11,136,590	11,136,590	11,136,590	11,136,590	11,136,590	11,136,590	11,136,590	11,136,590	11,136,590	11,136,590	11,136,590
Bonus	6,367,334	6,367,334	6,367,334	6,367,334	6,367,334	6,367,334	6,367,334	6,367,334	6,367,334	6,367,334	6,367,334	6,367,334
Pelatihan dan pengembangan	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000
Rekrutmen	160,067	160,067	160,067	160,067	160,067	160,067	160,067	160,067	160,067	160,067	160,067	160,067
Kegiatan Karyawan	208,333	208,333	208,333	208,333	208,333	208,333	208,333	208,333	208,333	208,333	208,333	208,333
Biaya Pegawai Lainnya	121,000	121,000	121,000	121,000	121,000	121,000	121,000	121,000	121,000	121,000	121,000	121,000
Total Biaya Pegawai	163,048,376	163,048,376	163,048,376	163,048,376	163,048,376	163,048,376	163,048,376	163,048,376	163,048,376	163,048,376	163,048,376	163,048,376
Total Beban Administrasi & Umum	504,579,356	504,579,356	504,579,356	504,579,356	504,579,356	504,579,356	504,579,356	504,579,356	504,579,356	504,579,356	504,579,356	504,579,356
EBITDA	132,154,084	132,154,084	132,154,084	132,154,084	132,154,084	132,154,084	132,154,084	132,154,084	132,154,084	132,154,084	132,154,084	132,154,084
Depresiasi	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667
Pajak	26,782,232	26,782,232	26,782,232	26,782,232	26,782,232	26,782,232	26,782,232	26,782,232	26,782,232	26,782,232	26,782,232	26,782,232
Laba Bersih	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185

Tahun 4

Proyeksi Laba (Rugi)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Penjualan	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00	1,923,747,840.00
HPP	904,974,336.00	904,974,336.00	904,974,336.00	904,974,336.00	904,974,336.00	904,974,336.00	904,974,336.00	904,974,336.00	904,974,336.00	904,974,336.00	904,974,336.00	904,974,336.00
Lab Kotor	1,018,773,504	1,018,773,504	1,018,773,504	1,018,773,504	1,018,773,504	1,018,773,504	1,018,773,504	1,018,773,504	1,018,773,504	1,018,773,504	1,018,773,504	1,018,773,504
Beban Administrasi & Umum												
Biaya Operasional												
Biaya Listrik	12,733,875.00	12,733,875.00	12,733,875.00	12,733,875.00	12,733,875.00	12,733,875.00	12,733,875.00	12,733,875.00	12,733,875.00	12,733,875.00	12,733,875.00	12,733,875.00
Biaya Air	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00
Biaya telephone & Internet	13,795,031.25	13,795,031.25	13,795,031.25	13,795,031.25	13,795,031.25	13,795,031.25	13,795,031.25	13,795,031.25	13,795,031.25	13,795,031.25	13,795,031.25	13,795,031.25
Biaya utilitas lainnya	5,305,781.25	5,305,781.25	5,305,781.25	5,305,781.25	5,305,781.25	5,305,781.25	5,305,781.25	5,305,781.25	5,305,781.25	5,305,781.25	5,305,781.25	5,305,781.25
Biaya Kendaraan	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75
Biaya Perawatan peralatan	11,672,718.75	11,672,718.75	11,672,718.75	11,672,718.75	11,672,718.75	11,672,718.75	11,672,718.75	11,672,718.75	11,672,718.75	11,672,718.75	11,672,718.75	11,672,718.75
Biaya Pemeliharaan gedung	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00	8,489,250.00
Biaya ATK, Cetak, keperluan kantor lainnya	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75	7,428,093.75
Biaya Perijinan	9,550,406.25	9,550,406.25	9,550,406.25	9,550,406.25	9,550,406.25	9,550,406.25	9,550,406.25	9,550,406.25	9,550,406.25	9,550,406.25	9,550,406.25	9,550,406.25
Biaya sewa gedung	14,856,187.50	14,856,187.50	14,856,187.50	14,856,187.50	14,856,187.50	14,856,187.50	14,856,187.50	14,856,187.50	14,856,187.50	14,856,187.50	14,856,187.50	14,856,187.50
Biaya G&A lainnya	6,366,937.50	6,366,937.50	6,366,937.50	6,366,937.50	6,366,937.50	6,366,937.50	6,366,937.50	6,366,937.50	6,366,937.50	6,366,937.50	6,366,937.50	6,366,937.50
Biaya Pra Operasional	-	-	-	-	-	-	-	-	-	-	-	-
Total Biaya Operasional	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625	106,115,625
Biaya Pemasaran												
Digital Marketing	19,237,478.40	19,237,478.40	19,237,478.40	19,237,478.40	19,237,478.40	19,237,478.40	19,237,478.40	19,237,478.40	19,237,478.40	19,237,478.40	19,237,478.40	19,237,478.40
Promosi	142,357,340.16	142,357,340.16	142,357,340.16	142,357,340.16	142,357,340.16	142,357,340.16	142,357,340.16	142,357,340.16	142,357,340.16	142,357,340.16	142,357,340.16	142,357,340.16
Iklan	76,949,913.60	76,949,913.60	76,949,913.60	76,949,913.60	76,949,913.60	76,949,913.60	76,949,913.60	76,949,913.60	76,949,913.60	76,949,913.60	76,949,913.60	76,949,913.60
Sponsorship	100,034,887.68	100,034,887.68	100,034,887.68	100,034,887.68	100,034,887.68	100,034,887.68	100,034,887.68	100,034,887.68	100,034,887.68	100,034,887.68	100,034,887.68	100,034,887.68
Marketing Support	46,169,948.16	46,169,948.16	46,169,948.16	46,169,948.16	46,169,948.16	46,169,948.16	46,169,948.16	46,169,948.16	46,169,948.16	46,169,948.16	46,169,948.16	46,169,948.16
Total Biaya Pemasaran	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568	384,749,568
Biaya Pegawai												
Gaji Pegawai	149,717,722.92	149,717,722.92	149,717,722.92	149,717,722.92	149,717,722.92	149,717,722.92	149,717,722.92	149,717,722.92	149,717,722.92	149,717,722.92	149,717,722.92	149,717,722.92
Seragam	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00	25,000.00
BPJS	10,674,873.64	10,674,873.64	10,674,873.64	10,674,873.64	10,674,873.64	10,674,873.64	10,674,873.64	10,674,873.64	10,674,873.64	10,674,873.64	10,674,873.64	10,674,873.64
THR	12,476,476.91	12,476,476.91	12,476,476.91	12,476,476.91	12,476,476.91	12,476,476.91	12,476,476.91	12,476,476.91	12,476,476.91	12,476,476.91	12,476,476.91	12,476,476.91
Bonus	10,187,735.04	10,187,735.04	10,187,735.04	10,187,735.04	10,187,735.04	10,187,735.04	10,187,735.04	10,187,735.04	10,187,735.04	10,187,735.04	10,187,735.04	10,187,735.04
Pelatihan dan pengembangan	2,160,000.00	2,160,000.00	2,160,000.00	2,160,000.00	2,160,000.00	2,160,000.00	2,160,000.00	2,160,000.00	2,160,000.00	2,160,000.00	2,160,000.00	2,160,000.00
Rekrutmen	224,093.33	224,093.33	224,093.33	224,093.33	224,093.33	224,093.33	224,093.33	224,093.33	224,093.33	224,093.33	224,093.33	224,093.33
Kegiatan Karyawan	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00	250,000.00
Biaya Pegawai Lainnya	133,100.00	133,100.00	133,100.00	133,100.00	133,100.00	133,100.00	133,100.00	133,100.00	133,100.00	133,100.00	133,100.00	133,100.00
Total Biaya Pegawai	185,849,002	185,849,002	185,849,002	185,849,002	185,849,002	185,849,002	185,849,002	185,849,002	185,849,002	185,849,002	185,849,002	185,849,002
Total Beban Administrasi & Umum	676,714,195	676,714,195	676,714,195	676,714,195	676,714,195	676,714,195	676,714,195	676,714,195	676,714,195	676,714,195	676,714,195	676,714,195
EBITDA	342,059,309	342,059,309	342,059,309	342,059,309	342,059,309	342,059,309	342,059,309	342,059,309	342,059,309	342,059,309	342,059,309	342,059,309
Depresiasi	17,833,333.33	17,833,333.33	17,833,333.33	17,833,333.33	17,833,333.33	17,833,333.33	17,833,333.33	17,833,333.33	17,833,333.33	17,833,333.33	17,833,333.33	17,833,333.33
Pajak	71,329,714.68	71,329,714.68	71,329,714.68	71,329,714.68	71,329,714.68	71,329,714.68	71,329,714.68	71,329,714.68	71,329,714.68	71,329,714.68	71,329,714.68	71,329,714.68
Lab Bersih	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261

Tahun 5

Proyeksi Laba (Rugi)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Penjualan	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944	3,284,434,944
HPP	1,578,015,130	1,578,015,130	1,578,015,130	1,578,015,130	1,578,015,130	1,578,015,130	1,578,015,130	1,578,015,130	1,578,015,130	1,578,015,130	1,578,015,130	1,578,015,130
Lab Kotor	1,706,419,814	1,706,419,814	1,706,419,814	1,706,419,814	1,706,419,814	1,706,419,814	1,706,419,814	1,706,419,814	1,706,419,814	1,706,419,814	1,706,419,814	1,706,419,814
Beban Administrasi & Umum												
Biaya Operasional												
Biaya Listrik	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569	13,370,569
Biaya Air	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713
Biaya telephone & Internet	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783	14,484,783
Biaya utilitas lainnya	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070	5,571,070
Biaya Kendaraan	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498
Biaya Perawatan peralatan	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355	12,256,355
Biaya Pemeliharaan gedung	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713	8,913,713
Biaya ATK, Cetakan, keperluan kantor lainnya	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498	7,799,498
Biaya Perijinan	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927	10,027,927
Biaya sewa gedung	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997	15,598,997
Biaya G&A lainnya	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284	6,685,284
Biaya Pn Operasional	-	-	-	-	-	-	-	-	-	-	-	-
Total Biaya Operasional	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406	111,421,406
Biaya Pemasaran												
Digital Marketing	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349	32,844,349
Promosi	243,048,186	243,048,186	243,048,186	243,048,186	243,048,186	243,048,186	243,048,186	243,048,186	243,048,186	243,048,186	243,048,186	243,048,186
Iklan	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398	131,377,398
Sponsorship	170,790,617	170,790,617	170,790,617	170,790,617	170,790,617	170,790,617	170,790,617	170,790,617	170,790,617	170,790,617	170,790,617	170,790,617
Marketing Support	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439	78,826,439
Total Biaya Pemasaran	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989	656,886,989
Biaya Pegawai												
Gaji Pegawai	209,030,519	209,030,519	209,030,519	209,030,519	209,030,519	209,030,519	209,030,519	209,030,519	209,030,519	209,030,519	209,030,519	209,030,519
Seragam	137,500	137,500	137,500	137,500	137,500	137,500	137,500	137,500	137,500	137,500	137,500	137,500
BPJS	14,903,876	14,903,876	14,903,876	14,903,876	14,903,876	14,903,876	14,903,876	14,903,876	14,903,876	14,903,876	14,903,876	14,903,876
THR	17,419,210	17,419,210	17,419,210	17,419,210	17,419,210	17,419,210	17,419,210	17,419,210	17,419,210	17,419,210	17,419,210	17,419,210
Bonus	17,064,198	17,064,198	17,064,198	17,064,198	17,064,198	17,064,198	17,064,198	17,064,198	17,064,198	17,064,198	17,064,198	17,064,198
Pelatihan dan pengembangan	2,592,000	2,592,000	2,592,000	2,592,000	2,592,000	2,592,000	2,592,000	2,592,000	2,592,000	2,592,000	2,592,000	2,592,000
Rekrutmen	313,731	313,731	313,731	313,731	313,731	313,731	313,731	313,731	313,731	313,731	313,731	313,731
Kegiatan Karyawan	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
Biaya Pegawai Lainnya	146,410	146,410	146,410	146,410	146,410	146,410	146,410	146,410	146,410	146,410	146,410	146,410
Total Biaya Pegawai	261,907,444	261,907,444	261,907,444	261,907,444	261,907,444	261,907,444	261,907,444	261,907,444	261,907,444	261,907,444	261,907,444	261,907,444
Total Beban Administrasi & Umum	1,030,215,839	1,030,215,839	1,030,215,839	1,030,215,839	1,030,215,839	1,030,215,839	1,030,215,839	1,030,215,839	1,030,215,839	1,030,215,839	1,030,215,839	1,030,215,839
EBITDA	676,203,975	676,203,975	676,203,975	676,203,975	676,203,975	676,203,975	676,203,975	676,203,975	676,203,975	676,203,975	676,203,975	676,203,975
Depresiasi	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333
Pajak	144,841,541	144,841,541	144,841,541	144,841,541	144,841,541	144,841,541	144,841,541	144,841,541	144,841,541	144,841,541	144,841,541	144,841,541
Lab Bersih	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101

Lampiran 8. 3 Arus Kas/Bulan

Tahun 1

PROYEKSI ARUS KAS (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Arus Kas Dari Aktivitas Operasi												
Laba ditahan	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)	(54,348,023)
Penyusutan Aset Tetap	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667
Putang Usaha	(530,796,000)	(5,964,000)	(5,964,000)	(5,964,000)	(5,964,000)	(5,964,000)	(5,964,000)	(5,964,000)	(5,964,000)	(5,964,000)	(5,964,000)	(5,964,000)
Putang Pajak	(44,945,712)	(505,008)	(505,008)	(505,008)	(505,008)	(505,008)	(505,008)	(505,008)	(505,008)	(505,008)	(505,008)	(505,008)
Persediaan	(224,728,560)	(2,525,040)	(2,525,040)	(2,525,040)	(2,525,040)	(2,525,040)	(2,525,040)	(2,525,040)	(2,525,040)	(2,525,040)	(2,525,040)	(2,525,040)
Biaya dibayar dimuka	(137,060,000)	(1,540,000)	(1,540,000)	(1,540,000)	(1,540,000)	(1,540,000)	(1,540,000)	(1,540,000)	(1,540,000)	(1,540,000)	(1,540,000)	(1,540,000)
Hutang Dagang	449,457,120	5,050,080	5,050,080	5,050,080	5,050,080	5,050,080	5,050,080	5,050,080	5,050,080	5,050,080	5,050,080	5,050,080
Hutang Lainnya	149,953,264	1,684,868	1,684,868	1,684,868	1,684,868	1,684,868	1,684,868	1,684,868	1,684,868	1,684,868	1,684,868	1,684,868
Hutang Pajak	53,079,600	596,400	596,400	596,400	596,400	596,400	596,400	596,400	596,400	596,400	596,400	596,400
Hutang Bank	667,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000
Hutang Leasing	66,750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000	750,000
Kas Bersih Dari Aktivitas Operasi	405,278,356	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)
Arus Kas Dari Aktivitas Investasi												
Perolehan Aktiva Tetap	(900,000,000)	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Investasi	(900,000,000)	-	-	-	-	-	-	-	-	-	-	-
Arus Kas Dari Aktivitas Pendanaan												
Modal Dasar	6,000,000,000	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Pendanaan	6,000,000,000	-	-	-	-	-	-	-	-	-	-	-
Kemilikan (Penurunan) Kas dan Setara Kas	5,505,278,356	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)	(38,884,057)
Kas Awal	-	5,505,278,356	5,466,394,299	5,427,510,243	5,388,626,186	5,349,742,130	5,310,858,073	5,271,974,017	5,233,089,960	5,194,205,904	5,155,321,847	5,116,437,791
Kas Akhir	5,505,278,356	5,466,394,299	5,427,510,243	5,388,626,186	5,349,742,130	5,310,858,073	5,271,974,017	5,233,089,960	5,194,205,904	5,155,321,847	5,116,437,791	5,077,553,734

Tahun 2

PROYEKSI ARUS KAS (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Arus Kas Dari Aktivitas Operasi												
Laba ditahan	11,571,496	11,571,496	11,571,496	11,571,496	11,571,496	11,571,496	11,571,496	11,571,496	11,571,496	11,571,496	11,571,496	11,571,496
Penyusutan Aset Tetap	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667
Piutang Usaha	(40,555,200)	(7,156,800)	(7,156,800)	(7,156,800)	(7,156,800)	(7,156,800)	(7,156,800)	(7,156,800)	(7,156,800)	(7,156,800)	(7,156,800)	(7,156,800)
Piutang Pajak	(21,412,339)	(808,013)	(808,013)	(808,013)	(808,013)	(808,013)	(808,013)	(808,013)	(808,013)	(808,013)	(808,013)	(808,013)
Persediaan	(107,061,696)	(4,040,064)	(4,040,064)	(4,040,064)	(4,040,064)	(4,040,064)	(4,040,064)	(4,040,064)	(4,040,064)	(4,040,064)	(4,040,064)	(4,040,064)
Biaya dibayar dimuka	10,087,000	(1,617,000)	(1,617,000)	(1,617,000)	(1,617,000)	(1,617,000)	(1,617,000)	(1,617,000)	(1,617,000)	(1,617,000)	(1,617,000)	(1,617,000)
Hutang Dagang	214,123,392	8,080,128	8,080,128	8,080,128	8,080,128	8,080,128	8,080,128	8,080,128	8,080,128	8,080,128	8,080,128	8,080,128
Hutang Lainnya	20,418,934	2,122,536	2,122,536	2,122,536	2,122,536	2,122,536	2,122,536	2,122,536	2,122,536	2,122,536	2,122,536	2,122,536
Hutang Pajak	4,055,520	715,680	715,680	715,680	715,680	715,680	715,680	715,680	715,680	715,680	715,680	715,680
Hutang Bank	(305,000,000)	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Hutang Leasing	(30,500,000)	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Kas Bersih Dari Aktivitas Operasi	(233,856,227)	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630
Arus Kas Dari Aktivitas Investasi												
Perolehan Aktiva Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Investasi	-	-	-	-	-	-	-	-	-	-	-	-
Arus Kas Dari Aktivitas Pendanaan												
Modal Dasar	-	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Pendanaan	-	-	-	-	-	-	-	-	-	-	-	-
Kenaikan (Penurunan) Kas dan Setara Kas	(233,856,227)	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630	24,784,630
Kas Awal	5,077,553,734	4,843,697,507	4,868,482,138	4,893,266,768	4,918,051,398	4,942,836,028	4,967,620,658	4,992,405,288	5,017,189,919	5,041,974,549	5,066,759,179	5,091,543,809
Kas Akhir	4,843,697,507	4,868,482,138	4,893,266,768	4,918,051,398	4,942,836,028	4,967,620,658	4,992,405,288	5,017,189,919	5,041,974,549	5,066,759,179	5,091,543,809	5,116,328,439

Tahun 3

PROYEKSI ARUS KAS (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Arus Kas Dari Aktivitas Operasi												
Laba ditahan	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185	94,955,185
Penyusutan Aset Tetap	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667	10,416,667
Piutang Usaha	(354,404,736)	(12,023,424)	(12,023,424)	(12,023,424)	(12,023,424)	(12,023,424)	(12,023,424)	(12,023,424)	(12,023,424)	(12,023,424)	(12,023,424)	(12,023,424)
Piutang Pajak	(40,012,794)	(1,357,462)	(1,357,462)	(1,357,462)	(1,357,462)	(1,357,462)	(1,357,462)	(1,357,462)	(1,357,462)	(1,357,462)	(1,357,462)	(1,357,462)
Persediaan	(200,063,969)	(6,787,308)	(6,787,308)	(6,787,308)	(6,787,308)	(6,787,308)	(6,787,308)	(6,787,308)	(6,787,308)	(6,787,308)	(6,787,308)	(6,787,308)
Biaya dibayar dimuka	10,591,350	(1,697,850)	(1,697,850)	(1,697,850)	(1,697,850)	(1,697,850)	(1,697,850)	(1,697,850)	(1,697,850)	(1,697,850)	(1,697,850)	(1,697,850)
Hutang Dagang	400,127,939	13,574,615	13,574,615	13,574,615	13,574,615	13,574,615	13,574,615	13,574,615	13,574,615	13,574,615	13,574,615	13,574,615
Hutang Lainnya	57,191,727	3,027,476	3,027,476	3,027,476	3,027,476	3,027,476	3,027,476	3,027,476	3,027,476	3,027,476	3,027,476	3,027,476
Hutang Pajak	35,440,474	1,202,342	1,202,342	1,202,342	1,202,342	1,202,342	1,202,342	1,202,342	1,202,342	1,202,342	1,202,342	1,202,342
Hutang Bank	(277,500,000)	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
Hutang Leasing	(27,750,000)	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Kas Bersih Dari Aktivitas Operasi	(291,008,158)	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243
Arus Kas Dari Aktivitas Investasi												
Perolehan Aktiva Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Investasi	-	-	-	-	-	-	-	-	-	-	-	-
Arus Kas Dari Aktivitas Pendanaan												
Modal Dasar	-	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Pendanaan	-	-	-	-	-	-	-	-	-	-	-	-
Kenaikan (Penurunan) Kas dan Setara Kas	(291,008,158)	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243	104,060,243
Kas Awal	5,116,328,439	4,825,320,281	4,929,380,524	5,033,440,766	5,137,501,009	5,241,561,252	5,345,621,494	5,449,681,737	5,553,741,979	5,657,802,222	5,761,862,465	5,865,922,707
Kas Akhir	4,825,320,281	4,929,380,524	5,033,440,766	5,137,501,009	5,241,561,252	5,345,621,494	5,449,681,737	5,553,741,979	5,657,802,222	5,761,862,465	5,865,922,707	5,969,982,950

Tahun 4

PROYEKSI ARUS KAS (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Arus Kas Dari Aktivitas Operasi												
Laba ditahan	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261	252,896,261
Penyusutan Aset Tetap	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333
Piutang Usaha	(852,220,293)	(23,084,974)	(23,084,974)	(23,084,974)	(23,084,974)	(23,084,974)	(23,084,974)	(23,084,974)	(23,084,974)	(23,084,974)	(23,084,974)	(23,084,974)
Piutang Pajak	(57,556,368)	(2,171,938)	(2,171,938)	(2,171,938)	(2,171,938)	(2,171,938)	(2,171,938)	(2,171,938)	(2,171,938)	(2,171,938)	(2,171,938)	(2,171,938)
Persediaan	(287,781,839)	(10,859,692)	(10,859,692)	(10,859,692)	(10,859,692)	(10,859,692)	(10,859,692)	(10,859,692)	(10,859,692)	(10,859,692)	(10,859,692)	(10,859,692)
Biaya dibayar dimuka	11,120,918	(1,782,743)	(1,782,743)	(1,782,743)	(1,782,743)	(1,782,743)	(1,782,743)	(1,782,743)	(1,782,743)	(1,782,743)	(1,782,743)	(1,782,743)
Hutang Dagang	575,563,678	21,719,384	21,719,384	21,719,384	21,719,384	21,719,384	21,719,384	21,719,384	21,719,384	21,719,384	21,719,384	21,719,384
Hutang Lainnya	58,617,766	4,060,285	4,060,285	4,060,285	4,060,285	4,060,285	4,060,285	4,060,285	4,060,285	4,060,285	4,060,285	4,060,285
Hutang Pajak	85,222,029	2,308,497	2,308,497	2,308,497	2,308,497	2,308,497	2,308,497	2,308,497	2,308,497	2,308,497	2,308,497	2,308,497
Hutang Bank	(250,000,000)	-	-	-	-	-	-	-	-	-	-	-
Hutang Leasing	(25,000,000)	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Operasi	(471,304,514)	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414
Arus Kas Dari Aktivitas Investasi												
Perolehan Aktiva Tetap	(795,000,000)	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Investasi	(795,000,000)	-	-	-	-	-	-	-	-	-	-	-
Arus Kas Dari Aktivitas Pendanaan												
Modal Dasar	-	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Pendanaan	-	-	-	-	-	-	-	-	-	-	-	-
Kenaikan (Penurunan) Kas dan Setara Kas	(1,266,304,514)	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414	260,918,414
Kas Awal	5,969,982,950	4,703,678,435	4,964,596,850	5,225,515,264	5,486,433,678	5,747,352,092	6,008,270,506	6,269,188,920	6,530,107,334	6,791,025,748	7,051,944,162	7,312,862,576
Kas Akhir	4,703,678,435	4,964,596,850	5,225,515,264	5,486,433,678	5,747,352,092	6,008,270,506	6,269,188,920	6,530,107,334	6,791,025,748	7,051,944,162	7,312,862,576	7,573,780,991

Tahun 5

PROYEKSI ARUS KAS (Rp)	Bulan 1	Bulan 2	Bulan 3	Bulan 4	Bulan 5	Bulan 6	Bulan 7	Bulan 8	Bulan 9	Bulan 10	Bulan 11	Bulan 12
Arus Kas Dari Aktivitas Operasi												
Laba ditahan	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101	513,529,101
Penyusutan Aset Tetap	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333	17,833,333
Piutang Usaha	(2,076,223,242)	(49,266,524)	(49,266,524)	(49,266,524)	(49,266,524)	(49,266,524)	(49,266,524)	(49,266,524)	(49,266,524)	(49,266,524)	(49,266,524)	(49,266,524)
Piutang Pajak	(119,870,191)	(3,787,236)	(3,787,236)	(3,787,236)	(3,787,236)	(3,787,236)	(3,787,236)	(3,787,236)	(3,787,236)	(3,787,236)	(3,787,236)	(3,787,236)
Persediaan	(599,350,955)	(18,936,182)	(18,936,182)	(18,936,182)	(18,936,182)	(18,936,182)	(18,936,182)	(18,936,182)	(18,936,182)	(18,936,182)	(18,936,182)	(18,936,182)
Biaya dibayar dimuka	11,676,963	(1,871,880)	(1,871,880)	(1,871,880)	(1,871,880)	(1,871,880)	(1,871,880)	(1,871,880)	(1,871,880)	(1,871,880)	(1,871,880)	(1,871,880)
Hutang Dagang	1,198,701,910	37,872,363	37,872,363	37,872,363	37,872,363	37,872,363	37,872,363	37,872,363	37,872,363	37,872,363	37,872,363	37,872,363
Hutang Lainnya	144,106,741	6,181,295	6,181,295	6,181,295	6,181,295	6,181,295	6,181,295	6,181,295	6,181,295	6,181,295	6,181,295	6,181,295
Hutang Pajak	207,622,324	4,926,652	4,926,652	4,926,652	4,926,652	4,926,652	4,926,652	4,926,652	4,926,652	4,926,652	4,926,652	4,926,652
Hutang Bank	-	-	-	-	-	-	-	-	-	-	-	-
Hutang Leasing	-	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Operasi	(701,974,015)	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923
Arus Kas Dari Aktivitas Investasi												
Perolehan Aktiva Tetap	-	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Investasi	-	-	-	-	-	-	-	-	-	-	-	-
Arus Kas Dari Aktivitas Pendanaan												
Modal Dasar	-	-	-	-	-	-	-	-	-	-	-	-
Kas Bersih Dari Aktivitas Pendanaan	-	-	-	-	-	-	-	-	-	-	-	-
Kenaikan (Penurunan) Kas dan Setara Kas	(701,974,015)	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923	506,480,923
Kas Awal	7,573,780,991	6,871,806,975	7,378,287,898	7,884,768,821	8,391,249,744	8,897,730,667	9,404,211,590	9,910,692,513	10,417,173,436	10,923,654,359	11,430,135,281	11,936,616,204
Kas Akhir	6,871,806,975	7,378,287,898	7,884,768,821	8,391,249,744	8,897,730,667	9,404,211,590	9,910,692,513	10,417,173,436	10,923,654,359	11,430,135,281	11,936,616,204	12,443,097,127

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