

LAMPIRAN: 1

REKAPITULASI
PENDAPATAN DAN BIAYA
POLA BAGI HASIL
DARI TAHUN 1995 S/D 2000

NO.	TAHUN	PT. TELKOM			INVESTOR			
		PENDAPATAN	BIAYA SHARING/ BAG. INVESTOR	LABA/ BAG. TELKOM	CASH IN FLOWS PENDAPATAN/ BAG. INVESTOR	ADMINISTRASI	BIAYA/CASH OUT ASURANSI	PEMASARAN
1	1,995	12,542,185,635	9,923,886,113	2,618,299,522	9,923,886,113	130,000,000	75,000,000	147,000,000
2	1,996	12,766,462,932	7,321,126,253	5,445,336,679	7,321,126,253	143,000,000	73,000,000	105,000,000
3	1,997	14,186,107,726	7,848,599,399	6,337,508,327	7,848,599,399	158,000,000	55,000,000	126,000,000
4	1,998	15,567,036,059	10,734,211,830	4,832,824,229	10,734,211,830	174,000,000	41,000,000	21,000,000
5	1,999	17,360,870,987	12,168,739,210	5,192,131,777	12,168,739,210	174,000,000	31,000,000	-
6	2,000	18,850,750,113	13,221,726,329	5,629,023,784	13,221,726,329	174,000,000	23,000,000	-
	TOTAL	91,273,413,462	61,218,289,134	30,056,124,319	61,218,289,134	963,000,000	288,000,000	399,000,000

LAMPIRAN : 2

PERHITUNGAN
 REALISASI BIAYA PEMASARAN
 (dalam ribuan rupiah)

TAHUN	1995	1996	1997	1998	1999	2000	TOTAL
TOTAL BIAYA PASANG BARU	5,852,145.00	557,853.00	1,411,436.00	483,665.00	448,499.00	203,419.00	8,957,017
JUMLAH PEMASARAN PER TAHUN	61,560.00	48,132.00	50,500.00	38,093.00	41,163.00	23,000.00	262,448
RATA-RATA BIAYA PEMASARAN	14,123.00	127.00	618.00	651.00	406.00	350.00	34.13
PEMASARAN POLA PBH	482,000.06	4,334.35	21,091.56	22,217.80	13,856.25	11,945.06	16,275
BIAYA PEMASARAN							

LAMPIRAN : 3

PERHITUNGAN BIAYA ADMINISTRASI1

(dalam ribuan rupiah)

TAHUN/URAIAN	1995	1996	1997	1998	1999	2000
TOTAL BEBAN GAJI	16,193,112.00	17,476.00	20,851,097.00	24,316,770.00	43,639,423.00	55,234,170.00
JUMLAH SDM	1,210.00	1,319.00	1,347.00	1,366.00	1,388.00	1,105.00
RATA-RATA	13,382.74	13.25	15,479.66	17,801.44	31,440.51	49,985.67
BIAYA SDM	26,765.47	26.50	30,959.31	35,602.88	62,881.01	99,971.35
BIAYA ADMI. LAINNYA :						
BIAYA RAPAT	132,433.00	191,809.00	430,361.00	488,519.00	538,733.00	284,852.00
BEBAB CETAK /FOTO COPY	377,164.00	338,133.00	615,051.00	937,380.00	1,265,922.00	1,308,716.00
ATM	245,206.00	163,197.00	356,212.00	332,982.00	370,586.00	
BIAYA PENGIRIMAN DOKUMEN	37,358.00	12,225.00	68,750.00	57,772.00	82,234.00	56,435.00
BEBAN LAINNYA	12,137.00	4,356.00	7,450.00	4,830.00	16,675.00	209,077.00
SUB TOTAL	804,298.00	709,720.00	1,477,824.00	1,821,483.00	2,274,150.00	1,857,080.00
JUMLAH SELURUH SST	213,376.00	236,428.00	293,662.00	332,540.00	343,559.00	351,409.00
BIAYA PER SST	3.77	3.00	5.03	5.48	6.62	5.28
SST PBH	14,500.00	14,500.00	14,500.00	14,500.00	14,500.00	14,500.00
BIAYA ADM LAINNYA -PBH	54,656.20	43,526.74	72,969.77	79,423.54	95,981.11	76,627.69
TOTAL BIAYA ADMINISTRASI	81,421.67	43,553.24	103,929.08	115,026.42	158,862.13	176,599.04

LAMPIRAN : 4

**REKAPITULASI
DANA INVESTASI PEMBANGUNAN 15.000 SST**

		PBH	SENDIRI
I	DIRECT COST :		
	a. Sentral Telepon Digital	11,210,730,408	11,210,730,408
	b. Jaringan Kabel	8,713,622,485	8,713,622,485
	c. Perangkat Transmisi		
	d. Sarana Penunjang	156,930,961	156,930,961
	e. Pesawat Telepon		
	f. Saluran Penanggal		
	g. Customer & Network Data Base	120,682,000	120,682,000
	h. Survey & Design	2,020,196,585	2,020,196,585
	P P N		
	TOTAL DIRECT COST	22,222,162,439	22,222,162,439
II	INDIRECT COST :		
	a. Project Management Cost	636,028,050	636,028,050
	b. Pra Kontrak	5,054,831	5,054,831
	c.		
	P P N	64,108,288	64,108,288
	TOTAL INDIRECT COST	705,191,169	705,191,169
III	INSURANCE (EAR)	85,977,576	85,977,576
	TOTAL I+II+III	23,013,331,184	23,013,331,184
IV	INTEREST DURING CONSTRUCTION	4,740,084,576	4,740,084,576
	BANK CHARGES	926,794,057	926,794,057
V	WORKING CAPITAL		
VI	JASA INVESTOR	1,150,666,559	-
VII	TOTAL PROJECT COST	29,830,876,376	28,680,209,817

LAMPIRAN : 5
RENCANA PINJAMAN DAN ANGSURAN
PEMBANGUNAN SENDIRI

(Dalam jutaan rupiah)

no	URAIAN	TAHUN							
		1994	1996	1996	1997	1998	1999	2000	
	BUNGA	20.45	20.45	21.50	21.50	36.55	31.45	20.88	
	PINJAMAN	28.680							
	ANGSURAN			5,736	5,736	5,736	5,736	5,736	
	SALDO		28,680	22,944	17,208	11,472	5,736	-	
	BUNGA		11,730	6,166	4,933	6,290	3,608	1,196	
	ANGSURAN & BUNGA		11,730	11,902	10,669	12,026	9,344	6,934	

LAMPIRAN : 6

PERBANDINGAN RUGI/LABA DAN OPERATING RATIO
POLA BAGI HASIL-SENDIRI

(Metode Penyusutan garis Lurus)

URAIAN TAHUN	19 85		19 86		19 87		19 88		20 00		TO TAL	
	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI
PENDAPATAN :	12,542,185,635	12,542,185,635	12,766,462,932	14,186,107,726	14,186,107,726	15,567,036,059	17,360,870,987	18,850,750,113	18,850,750,113	18,850,750,113	81,273,413,452	91,273,413,452
TOTAL PENDAPATAN	12,542,185,635	12,542,185,635	12,766,462,932	14,186,107,726	14,186,107,726	15,567,036,059	17,360,870,987	18,850,750,113	18,850,750,113	18,850,750,113	81,273,413,452	91,273,413,452
BEBAN OPERASI :												
BEBAN SHARING	9,923,896,113	1,912,000,000	1,912,000,000	1,912,000,000	1,912,000,000	1,912,000,000	1,912,000,000	1,912,000,000	1,912,000,000	1,912,000,000	61,218,289,134	11,472,000,000
BUNGA		11,750,120,000	8,166,200,000	4,932,960,000	4,932,960,000	6,289,524,000	3,607,944,000	1,197,678,000	1,197,678,000	1,197,678,000	33,974,424,800	33,974,424,800
PENASARAN	147,000,000	492,000,000	105,000,000	4,334,000	21,091,000	21,091,000	13,856,000	11,945,000	11,945,000	11,945,000	399,000,000	555,443,000
ADMINISTRASI	130,000,000	81,421,000	142,000,000	103,929,000	103,929,000	174,000,000	174,000,000	174,000,000	174,000,000	174,000,000	993,000,000	679,390,000
ASURANSI	75,000,000	75,000,000	73,000,000	55,000,000	55,000,000	41,000,000	31,000,000	23,000,000	23,000,000	23,000,000	298,000,000	298,000,000
TOTAL BEBAN OP.	10,275,896,113	14,280,541,000	7,642,126,233	8,199,087,000	7,024,980,000	10,970,211,930	12,373,739,210	13,416,726,329	13,416,726,329	13,416,726,329	62,968,289,134	46,929,257,800
ROL OPERASI	2,366,296,522	(1,738,355,366)	4,987,375,692	7,181,127,726	7,181,127,726	4,596,824,229	4,987,131,777	6,433,023,784	6,433,023,784	6,433,023,784	28,405,124,319	44,344,155,652
OPERATING RATIO	82%	114%	64%	50%	50%	70%	71%	71%	71%	71%	88%	81%

LAMPIRAN :7

PERBANDINGAN RUGI/LABA DAN OPERATING RATIO
POLA BAGI HASIL-SENDIRI

(Metode Double declining balance)

URAIAN/UNTUK	19 95		19 96		19 97		19 98		20 00		TO TAL	
	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI	KERJASAMA (PBH)	SENDIRI
PENDAPATAN :	12,542,185,635	12,542,185,635	12,766,462,932	12,766,462,932	14,186,107,726	14,186,107,726	15,567,036,059	15,567,036,059	18,850,750,113	18,850,750,113	91,273,413,452	91,273,413,452
TOTAL PENDAPATAN	12,542,185,635	12,542,185,635	12,766,462,932	12,766,462,932	14,186,107,726	14,186,107,726	15,567,036,059	15,567,036,059	18,850,750,113	18,850,750,113	91,273,413,452	91,273,413,452
BEBAN OPERASI :												
BEBAN SHARING	9,923,886,113	-	7,321,126,253	-	7,848,599,399	-	10,734,211,830	-	12,168,739,210	-	61,218,289,134	-
BEBAN PENYUSUTAN	-	7,170,000,000	-	5,377,500,000	4,033,125,000	-	3,024,843,750	-	2,268,632,813	-	1,701,474,669	-
BUNGA	-	11,730,120,000	-	8,166,200,000	4,932,960,000	-	8,289,524,000	-	3,907,944,000	-	1,197,676,800	-
PEMASARAN	147,000,000	482,000,000	105,000,000	4,334,000	126,000,000	21,091,000	21,000,000	22,217,000	-	11,945,000	399,000,000	555,443,000
ADMINISTRASI	130,000,000	81,421,000	143,000,000	43,553,000	158,000,000	103,929,000	174,000,000	158,862,000	174,000,000	176,599,000	963,000,000	679,390,000
ASURANSI	75,000,000	75,000,000	73,000,000	73,000,000	55,000,000	55,000,000	41,000,000	41,000,000	23,000,000	23,000,000	298,000,000	298,000,000
TOTAL BEBAN OP.	10,275,886,113	19,539,541,000	7,642,126,253	11,064,587,000	8,187,599,399	9,146,105,000	10,970,211,830	9,482,610,750	12,373,739,210	6,080,294,813	62,868,289,134	59,032,633,972
RIL OPERASI	2,268,289,522	(9,896,355,365)	5,124,334,679	1,101,875,932	5,898,508,327	5,040,002,728	4,596,824,228	8,074,426,308	4,887,131,777	11,280,578,175	26,406,124,318	32,240,578,480
OPERATING RATIO	87%	156%	60%	81%	56%	64%	70%	81%	71%	35%	71%	65%

LAMPIRAN: 8
SIMULASI
PERHITUNGAN REALISASI DAN ESTIMASI
RUGI-LABA DAN CASH FLOWS
POLA PEMBANGUNAN SENDIRI
(Lokasian rupiah)

NO.	URAIAN	ESTIMASI													
		1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
1	A. PENDAPATAN:	1,996	1,997	1,998	1,999	2,000	2,001	2,002	2,003	2,004	2,005	2,006	2,007	2,008	2,009
	PENDAT, dari pelanggan	12,542	14,188	15,587	17,361	18,651	19,228	19,228	19,812	19,812	20,005	20,405	20,813	20,813	21,229
2	B. BIAYA:														
	Seyogelan	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912
	Biaya Donga	8,168	4,933	8,280	3,608	1,168	-	-	-	-	-	-	-	-	-
	Asuransi	73	55	41	31	23	17	13	10	7	5	4	3	2	2
	Administrasi	81	104	115	159	177	177	177	177	177	177	177	177	177	177
	Pemeliharaan	482	21	22	14	12	-	-	-	-	-	-	-	-	-
	TOTAL BEBAN	14,281	7,025	8,380	5,724	3,321	2,108	2,102	19,812	19,812	20,005	20,405	20,813	20,813	21,229
3	RUGI/OPERASI	(1,739)	7,161	7,187	11,637	15,530	17,122	17,128	5,254	5,255	5,373	5,484	5,818	5,817	5,742
4	PAJAK														
5	RUGI/BEHALA PJK	(1,739)	7,161	7,187	11,637	15,530	17,122	17,128	5,254	5,255	5,373	5,484	5,818	5,817	5,742
6	D. CASH FLOWS														
	Rugi/ laba	4,967	7,161	7,187	11,637	10,871	11,986	11,988	14,358	14,357	14,831	14,911	15,196	15,196	15,487
	Penghasilan	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912	1,912
7	CASH FLOWS	174	9,073	9,099	13,549	12,783	13,898	13,900	16,270	16,269	16,543	16,823	17,108	17,108	17,399

LAMPIRAN : 9
SIMULASI
ANALISIS KELAYAKAN INVESTASI
METODE PAYBACK PERIOD
POLA PEMBANGUNAN SENDIRI
(Jumlah unit: 1)

NO.	URAIAN/TARIK	REALISASI										ESTIMASI				
		1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
1	CASH IN FLOWS	174	6,478	8,073	9,098	13,549	12,793	13,888	13,900	16,270	16,269	16,543	16,823	17,108	17,108	17,399
2	NILAI INVESTASI =	28690														
3	BALDO	(28,506)	(22,027)	(12,954)	(3,855)	9,695										
4	PAYBACK PERIOD															
	TAHUN	4														
	BULAN	3														
	HARI	12														
	FORMULA	3,61														

LAMPIRAN : 10
POLA KERJA SAMA
PEMBANGUNAN 15.000 SST

Perhitungan payback period discounted

URAIAN	TAHUN									
	1	2	3	4	5	6	7	8	9	
R/L sebelum pajak	(6,430)	(5,830)	(2,757)	4,048	7,437	9,936	12,369	13,132	13,685	
penyusutan	7,458	5,593	4,195	3,146	2,360	1,770	1,327	995	747	
pajak	-	-	-	-	-	(2,981)	(3,711)	(3,940)	(4,106)	
bunga	6,100	6,204	6,265	5,967	4,019	2,118	426	-	-	
sub total	7,128	5,967	7,703	13,161	13,816	10,843	10,411	10,187	10,326	
Investasi	(29,831)									
Tambahan modal		(286)								
Net Cash flow	7,128	5,681	7,703	13,161	13,816	10,843	10,411	10,187	10,326	
Disc. Faktor bunga	0,83022	0,68309	0,562394	0,462876	0,387344	0,324137	0,271244	0,226983	0,189944	
Present value	5,918	3,882	4,332	6,092	5,352	3,515	2,824	2,312	1,961	
IRR										
Disc. Faktor IRR	0,79713	0,630143	0,498136	0,393784	0,316292	0,25405	0,204056	0,163901	0,131647	
Present value IRR	5,682	3,580	3,837	5,183	4,370	2,755	2,124	1,670	1,359	
	(24,149)	(20,569)	(16,732)	(11,549)	(7,180)	(4,425)	(2,301)	(631)	729	
Masa PBH	1	1	1	1	1	1	1	1	1	
TAHUN										
Bulan	8									
Hari	5									
	17									

Sumber : Perjanjian kerjasama

LAMPIRAN :11
SIMULASI
ANALISIS KELAYAKAN INVESTASI PBH
METODE PAYBACK PERIOD

REALISASI DAN ESTIMASI
 (Jutaan rupiah)

NO.	URAIAN/TAHUN	REALISASI					ESTIMASI					
		1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005
A	Net CASH IN FLOWS	7.428	5.881	7.703	13.782	11.964	9.117	9.288	9.291	9.481	9.488	
B	NILAI INVESTASI =											
C	SALDO	(22.703)	(17.022)	(9.319)	4.463							
D	PAYBACK PERIODE :											
	TAHUN	3										
	BULAN	8										
	HARI	3										
	FORMULA	8.11										

LAMPIRAN :12
TARGET SHARING BAGIAN PT TELKOM dari Pola Bagi Hasil
Periode tahun 1995 s/d 2000

(dalam jutaan rupiah)

PERIODE	TARGET			TOTAL TARGET
	PSB	SEWA	PULSA	
1	-	354	1,155	1,510
2	-	726	3,406	4,134
3	-	1,146	5,413	6,562
4	-	943	4,798	5,745
5	-	969	5,040	6,014
6	-	969	5,040	6,015
TOTAL	-	5,107	24,852	29,980

LAMPIRAN: 13
 TARGET DAN REALISASI SHARING BAGIAN PT TELKOM dari PBH.
 Periode tahun 1995 - 2000

(dalam jutaan rupiah)

PERIODE	TARGET			TOTAL TARGET	REALISASI			TOTAL REALISASI	PENCAPAIAN
	PSB	SEWA	PULSA		PSB	SEWA	PULSA		
1995	-	354	1,155	-	-	756	1,862	2,618	173%
1996	-	726	3,406	4,134	-	1,136	4,309	5,445	132%
1997	-	1,146	5,413	6,562	-	1,382	4,955	6,337	97%
1998	-	943	4,798	5,745	14	1,130	3,690	4,834	84%
1999	-	969	5,040	6,014	14	1,036	4,143	5,193	86%
2000	-	969	5,040	6,015	23	1,054	4,553	5,630	94%
TOTAL	-	5,107	24,852	29,980	51	6,493	23,511	30,055	100%
%					#DAV/01	127%	95%	100%	

LAMPIRAN : 15

PERBANDINGAN REALISASI DAN TARGET
NET CASH FLOWS (INVESTOR)

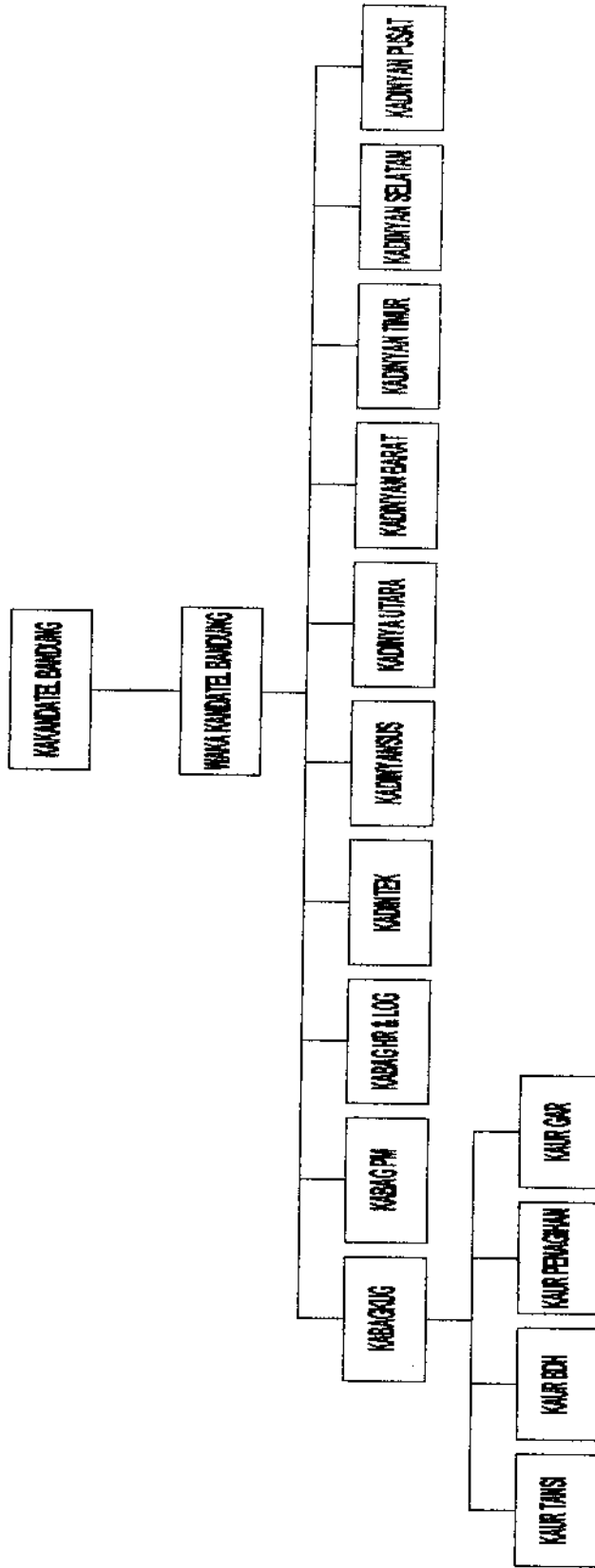
(Jutaan rupiah)

No	URAIAN	TAHUN								TOTAL
		1995	1996	1997	1998	1999	2000			
1	TARGET	7,128	5,681	7,703	13,161	13,816	10,843			58,332
2	REALISASI	7,128	5,681	7,703	13,783	11,964	9,117			55,376
3	PENCAPAIAN									95%

Catt : 1995 s/d 1997 sudah dievaluasi
Sumber Target dari Pks.

Lampiran 16: Struktur Organisasi PT TELKOM Kandatel Bandung

STRUKTUR ORGANISASI KANDATEL BANDUNG



Sumber : PT.TELKOM, Kandatel Bandung