

## **LAMPIRAN 2**

### **PROFORMA LAPORAN KEUANGAN TERMINAL BAHAN BAKU ROTAN TRANGSAN SUKOHARJO TAHAP EMBRIO-SKENARIO DISTRIBUSI (20% PERSEDIAAN)**

## 2.1. MESIN DAN PERALATAN

No	Jenis Mesin dan Peralatan	Umur Ekonomis (Tahun)	Jumlah (unit)	Harga Beli Satuan (Rp.)	Total Harga (Rp.)
1	Mobil Operasional	10	1	25,000,000	250,000,000
<b>Total Mesin dan Peralatan</b>					<b>250,000,000</b>

## 2.2. INVENTARIS KANTOR

No	Jenis	Umur Ekonomis	Merk/ Tipe	Jumlah (unit)	Harga Satuan (Rp)	Total Harga (Rp)
1	Komputer	5	0	1	10.000.000	10,000,000
2	Printer	5	0	1	1.000.000	1,000,000
3	Fax	5	0	1	1.000.000	1,000,000
4	Modem Internet	5	0	1	750.000	750,000
<b>Total Inventaris Kantor</b>						<b>12,750,000</b>

## 2.3. TOTAL AKTIVA TETAP

No	Komponen	Jumlah
1	Mesin & Peralatan	250,000,000
2	Inventaris Kantor	12,750,000
<b>Total</b>		<b>262,750,000</b>

## 2.4. BIAYA PRA OPERASIONAL

No	Komponen	Umur Ekonomis	Jumlah
1	SKB	5	80,000,000
2	Instalasi	5	100,000,000
<b>Total Biaya Pra Operasional</b>			<b>180,000,000</b>

## 2.5. SUMBER DANA

No	Komponen	%	Aktiva Lancar	Aktiva Tetap	Pra Operasi	Total
1	Hutang	50%	700,000,000	131,375,000	90,000,000	921,375,000
2	Modal Sendiri	50%	700,000,000	131,375,000	90,000,000	921,375,000
<b>Total</b>		<b>100%</b>	<b>1,400,000,000</b>	<b>262,750,000</b>	<b>180,000,000</b>	<b>1,842,750,000</b>

## 2.6. PROYEKSI PENJUALAN (UNIT)

No	Tipe	1	2	3	4	5
1	Mandala Poles	98,974	103,923	109,119	114,575	120,304
2	Mandala Semi Poles	111,118	116,674	122,508	128,633	135,065
3	Asalan	87,692	92,076	96,680	101,514	106,590
4	Pulut	12,480	13,104	13,759	14,447	15,170
5	Slimit	1,800	1,890	1,985	2,084	2,188
6	Sega	61,044	64,096	67,301	70,666	74,199
7	Fitrit	158,861	166,804	175,144	183,901	193,096
8	Kubu	75,917	79,713	83,698	87,883	92,278
9	Tohiti	32,140	33,747	35,434	37,206	39,066
10	Sarang Buaya	11,150	11,708	12,293	12,908	13,553
11	Peel	8,709	9,144	9,601	10,081	10,585
12	Lain-lain	18,331	19,248	20,210	21,220	22,281
13	Asalan2	35,676	37,460	39,333	41,299	43,364
Jumlah		713,891	749,585	787,064	826,418	867,739

## 2.7. HARGA JUAL PER UNIT

No	Tipe	1	2	3	4	5
1	Mandala Poles	11,783	12,961	14,257	15,683	17,251
2	Mandala Semi Poles	9,000	9,900	10,890	11,979	13,177
3	Asalan	6,639	7,303	8,033	8,837	9,720
4	Pulut	25,571	28,128	30,941	34,035	37,439
5	Slimit	22,800	25,080	27,588	30,347	33,381
6	Sega	11,462	12,608	13,869	15,256	16,782
7	Fitrit	17,614	19,375	21,313	23,444	25,789
8	Kubu	9,684	10,652	11,718	12,889	14,178
9	Tohiti	11,625	12,788	14,066	15,473	17,020
10	Sarang Buaya	13,417	14,759	16,235	17,858	19,644
11	Peel	13,800	15,180	16,698	18,368	20,205
12	Lain-lain	17,700	19,470	21,417	23,559	25,915
13	Asalan2	8,298	9,128	10,041	11,045	12,149

## 2.8. PROYEKSI PENJUALAN (RUPIAH)

No	Tipe	1	2	3	4	5
1	Mandala Poles	11,783	12,961	14,257	15,683	17,251
2	Mandala Semi Poles	9,000	9,900	10,890	11,979	13,177
3	Asalan	6,639	7,303	8,033	8,837	9,720
4	Pulut	25,571	28,128	30,941	34,035	37,439
5	Slimit	22,800	25,080	27,588	30,347	33,381
6	Sega	11,462	12,608	13,869	15,256	16,782
7	Fitrit	17,614	19,375	21,313	23,444	25,789
8	Kubu	9,684	10,652	11,718	12,889	14,178
9	Tohiti	11,625	12,788	14,066	15,473	17,020
10	Sarang Buaya	13,417	14,759	16,235	17,858	19,644
11	Peel	13,800	15,180	16,698	18,368	20,205
12	Lain-lain	17,700	19,470	21,417	23,559	25,915
13	Asalan2	8,298	9,128	10,041	11,045	12,149

## 2.9. BIAYA TENAGA KERJA

No	Komponen	Jumlah	Biaya/ Bulan	1	2	3	4	5
1	Gaji Managing Director	1	4,000,000	48,000,000	52,800,000	58,080,000	63,888,000	70,276,800
2	Gaji Staf Produksi	4	1,500,000	72,000,000	79,200,000	87,120,000	95,832,000	105,415,200
3	Gaji Staff Pengudangan dan Pengiriman	2	1,000,000	24,000,000	26,400,000	29,040,000	31,944,000	35,138,400
4	Gaji Staff Admin & Pelayanan Umum	1	1,000,000	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
5	Gaji Staff Penjualan	1	1,000,000	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
6	Gaji Staff Keuangan & Akun	1	1,000,000	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
7	Gaji Staff Pemeliharaan	1	1,000,000	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
8	Gaji Satkam	2	1,000,000	24,000,000	26,400,000	29,040,000	31,944,000	35,138,400
9	Astek & Jamsostek	13	100,000	15,600,000	17,160,000	18,876,000	20,763,600	22,839,960
10	Transportasi Pegawai	13	260,000	40,560,000	44,616,000	49,077,600	53,985,360	59,383,896
11	Konsumsi Makan Siang	13	260,000	40,560,000	44,616,000	49,077,600	53,985,360	59,383,896
12	Kesejahteraan Karyawan	13	250,000	39,000,000	42,900,000	47,190,000	51,909,000	57,099,900
<b>Total Biaya Tenaga Kerja</b>				<b>351,720,000</b>	<b>386,892,000</b>	<b>425,581,200</b>	<b>468,139,320</b>	<b>514,953,252</b>

## 2.10. BIAYA UMUM

No	Komponen	Jumlah	Biaya/ Bulan	1	2	3	4	5
1	Gaji Managing Director	1	4,000,000	48,000,000	52,800,000	58,080,000	63,888,000	70,276,800
2	Gaji Staff Produksi	4	1,500,000	72,000,000	79,200,000	87,120,000	95,832,000	105,415,200
3	Gaji Staff Pergudangan dan Pengiriman	2	1,000,000	24,000,000	26,400,000	29,040,000	31,944,000	35,138,400
4	Gaji Staff Admin & Pelayanan Umum	1	1,000,000	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
5	Gaji Staff Penjualan	1	1,000,000	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
6	Gaji Staff Keuangan & Akun	1	1,000,000	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
7	Gaji Staff Pemeliharaan	1	1,000,000	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
8	Gaji Satkam	2	1,000,000	24,000,000	26,400,000	29,040,000	31,944,000	35,138,400
9	Astak & Jamsostek	13	100,000	15,600,000	17,160,000	18,876,000	20,763,600	22,839,960
10	Transportasi Pegawai	13	260,000	40,560,000	44,616,000	49,077,600	53,985,360	59,383,896
11	Konsumsi Makan Siang	13	260,000	40,560,000	44,616,000	49,077,600	53,985,360	59,383,896
12	Kesejahteraan karyawan	13	250,000	39,000,000	42,900,000	47,190,000	51,909,000	57,099,900
<b>Total Biaya Tenaga Kerja</b>				<b>351,720,000</b>	<b>386,892,000</b>	<b>425,581,200</b>	<b>468,139,320</b>	<b>514,953,252</b>

### 2.11. BIAYA SUPLIES

No	Komponen	Satuan	Kebutuhan/ tahun	Harga/ unit	1	2	3	4	5
1	ATK	set	12	250000	3,000,000	3,300,000	3,630,000	3,993,000	4,392,300
2	Snack & Minuman Tamu	set	12	300000	3,600,000	3,960,000	4,356,000	4,791,600	5,270,760
<b>Total Biaya Supplies</b>					<b>6,600,000</b>	<b>7,260,000</b>	<b>7,986,000</b>	<b>8,784,600</b>	<b>9,663,060</b>

### 2.12. ANGGARAN SUPLIES (RUPIAH)

No	Komponen	1	2	3	4	5
1	Pemakaian	6,600,000	7,260,000	7,986,000	8,784,600	9,663,060
2	Persediaan Akhir	660,000	726,000	798,600	878,460	966,306
3	Kebutuhan	7,260,000	7,986,000	8,784,600	9,663,060	10,629,366
4	Persediaan Awal	0	660,000	726,000	798,600	878,460
	Pembelian	7,260,000	7,326,000	8,058,600	8,864,460	9,750,906

### 2.13. BIAYA PEMASARAN (RUPIAH)

No	Komponen	1	2	3	4	5
1	Packing	178,472,750	196,320,025	215,952,028	237,547,230	261,301,953
2	Distribusi	535,418,250	588,960,075	647,856,083	712,641,691	783,905,860
3	Promosi	24,000,000	26,400,000	29,040,000	31,944,000	35,138,400
4	Komunikasi	6,000,000	6,600,000	7,260,000	7,986,000	8,784,600
5	Lain-lain	12,000,000	13,200,000	14,520,000	15,972,000	17,569,200
Total		755,891,000	831,480,100	914,628,110	1,006,090,921	1,106,700,013

### 2.14. DEPRESIASI MESIN DAN PERALATAN

No	Jenis Mesin dan Peralatan	Umur Ekonomis	1	2	3	4	5
1	Mobil Operasional	10	25,000,000	25,000,000	25,000,000	25,000,000	25,000,000
<b>Total Depresiasi</b>			<b>25,000,000</b>	<b>25,000,000</b>	<b>25,000,000</b>	<b>25,000,000</b>	<b>25,000,000</b>

### 2.15. NILAI BUKU MESIN DAN PERALATAN

No	Jenis Mesin dan Peralatan	1	2	3	4	5
1	Mobil Operasional	225,000,000	200,000,000	175,000,000	150,000,000	125,000,000
<b>Total Nilai Buku</b>		<b>225,000,000</b>	<b>200,000,000</b>	<b>175,000,000</b>	<b>150,000,000</b>	<b>125,000,000</b>

### 2.16. DEPRESIASI INVENTARIS KANTOR

No	Jenis	Umur Ekonomis	1	2	3	4	5
1	Komputer	5	2,000,000	2,000,000	2,000,000	2,000,000	2,000,000
2	Printer	5	200,000	200,000	200,000	200,000	200,000
3	Fax	5	200,000	200,000	200,000	200,000	200,000
4	Modem Internet	5	150,000	150,000	150,000	150,000	150,000
<b>Total Depresiasi</b>			<b>2,550,000</b>	<b>2,550,000</b>	<b>2,550,000</b>	<b>2,550,000</b>	<b>2,550,000</b>

### 2.17. NILAI BUKU INVENTARIS KANTOR

No	Jenis	Pra Operasi	1	2	3	4	5
1	Komputer	10,000,000	8,000,000	6,000,000	4,000,000	2,000,000	0
2	Printer	1,000,000	800,000	600,000	400,000	200,000	0
3	Fax	1,000,000	800,000	600,000	400,000	200,000	0
4	Modem Internet	750,000	600,000	450,000	300,000	150,000	0
<b>Total Nilai Buku</b>		<b>12,750,000</b>	<b>10,200,000</b>	<b>7,650,000</b>	<b>5,100,000</b>	<b>2,550,000</b>	<b>0</b>

### 2.18. AMORTISASI BIAYA PRA OPERASIONAL

No	Komponen	Umur Ekonomis	1	2	3	4	5
1	Studi Kelayakan Bisnis	5	16,000,000	16,000,000	16,000,000	16,000,000	16,000,000
2	Instalasi	5	20,000,000	20,000,000	20,000,000	20,000,000	20,000,000
<b>Total</b>			<b>36,000,000</b>	<b>36,000,000</b>	<b>36,000,000</b>	<b>36,000,000</b>	<b>36,000,000</b>

### 2.19. NILAI BUKU BIAYA PRA OPERASIONAL

No	Komponen	Pra Operasi	1	2	3	4	5
1	SKB	80,000,000	64,000,000	48,000,000	32,000,000	16,000,000	0
2	Instalasi	100,000,000	80,000,000	60,000,000	40,000,000	20,000,000	0
<b>Total</b>		<b>180,000,000</b>	<b>144,000,000</b>	<b>108,000,000</b>	<b>72,000,000</b>	<b>36,000,000</b>	<b>0</b>

### 2.20. PROYEKSI LABA RUGI

No	Komponen	1	2	3	4	5
1	Penjualan	8,605,561,589	9,939,423,635	11,480,034,299	13,259,439,615	15,314,652,755
2	Harga Pokok Penjualan	6,884,449,271	7,813,849,923	9,024,996,661	10,423,871,143	12,039,571,170
3	<b>Laba Kotor</b>	<b>1,721,112,318</b>	<b>2,125,573,712</b>	<b>2,455,037,638</b>	<b>2,835,568,472</b>	<b>3,275,081,585</b>
4	Biaya Tenaga Kerja	351,720,000	386,892,000	425,581,200	468,139,320	514,953,252
5	Biaya Umum	184,000,000	202,400,000	222,640,000	244,904,000	269,394,400
6	Biaya Supplies	6,600,000	7,260,000	7,986,000	8,784,600	9,663,060
7	Biaya Pemasaran	755,891,000	831,480,100	914,628,110	1,006,090,921	1,106,700,013
8	Biaya Depresiasi	27,550,000	27,550,000	27,550,000	27,550,000	27,550,000
9	Biaya Amortisasi	36,000,000	36,000,000	36,000,000	36,000,000	36,000,000
10	<b>Total Biaya Non Operasi</b>	<b>1,361,761,000</b>	<b>1,491,582,100</b>	<b>1,634,385,310</b>	<b>1,791,468,841</b>	<b>1,964,260,725</b>
11	<b>Laba Operasi (EBIT)</b>	<b>359,351,318</b>	<b>633,991,612</b>	<b>820,652,328</b>	<b>1,044,099,631</b>	<b>1,310,820,860</b>
12	Bunga	110,565,000	88,452,000	66,339,000	44,226,000	22,113,000
13	<b>Laba sebelum pajak (EBT)</b>	<b>248,786,318</b>	<b>545,539,612</b>	<b>754,313,328</b>	<b>999,873,631</b>	<b>1,288,707,860</b>
14	Pajak	74,635,895	163,661,884	226,293,998	299,962,089	386,612,358
15	<b>Laba Bersih (EAT)</b>	<b>174,150,422</b>	<b>381,877,729</b>	<b>528,019,330</b>	<b>699,911,542</b>	<b>902,095,502</b>

## 2.21. PROYEKSI ANGGARAN KAS DAN PEMBAYARAN DEVIDEN

No	Komponen	1	2	3	4	5
1	Penjualan	8,605,561,589	9,939,423,635	11,480,034,299	13,259,439,615	15,314,652,755
2	<b>Arus Kas Masuk</b>	<b>8,605,561,589</b>	<b>9,939,423,635</b>	<b>11,480,034,299</b>	<b>13,259,439,615</b>	<b>15,314,652,755</b>
3	Pembelian Persediaan	8,261,339,125	8,027,267,850	9,271,494,367	10,708,575,994	12,368,405,273
4	Biaya Tenaga Kerja	351,720,000	386,892,000	425,581,200	468,139,320	514,953,252
5	Biaya Umum	184,000,000	202,400,000	222,640,000	244,904,000	269,394,400
6	Pembelian Supplies	7,260,000	7,326,000	8,058,600	8,864,460	9,750,906
7	Biaya Pemasaran	755,891,000	831,480,100	914,628,110	1,006,090,921	1,106,700,013
8	Bunga	110,565,000	88,452,000	66,339,000	44,226,000	22,113,000
9	Pajak	74,635,895	163,661,884	226,293,998	299,962,089	386,612,358
10	<b>Arus Kas Kekuar</b>	<b>9,745,411,021</b>	<b>9,707,479,834</b>	<b>11,135,035,275</b>	<b>12,780,762,784</b>	<b>14,677,929,202</b>
11	<b>Arus Kas Operasi</b>	<b>(1,139,849,432)</b>	<b>231,943,801</b>	<b>344,999,023</b>	<b>478,676,831</b>	<b>636,723,553</b>
12	Pinjaman	0	0	0	0	0
13	Angsuran Pinjaman	184,275,000	184,275,000	184,275,000	184,275,000	184,275,000
14	<b>Saldo Kas Awal</b>	<b>1,400,000,000</b>	<b>68,288,011</b>	<b>104,361,131</b>	<b>238,576,639</b>	<b>479,680,623</b>
15	<b>Saldo Kas Akhir</b>	<b>75,875,568</b>	<b>115,956,813</b>	<b>265,085,155</b>	<b>532,978,470</b>	<b>932,129,177</b>
16	<b>Kas Minimum</b>	<b>68,288,011</b>	<b>104,361,131</b>	<b>238,576,639</b>	<b>479,680,623</b>	<b>838,916,259</b>
17	<b>Deviden</b>	<b>7,587,557</b>	<b>11,595,681</b>	<b>26,508,515</b>	<b>53,297,847</b>	<b>93,212,918</b>

## 2.22. PROYEKSI NERACA

No	Komponen	1	2	3	4	5
1	<b>AKTIVA</b>					
2	Kas	1,400,000,000	68,288,011	104,361,131	238,576,639	479,680,623
3	Persediaan Barang	0	1,376,889,854	1,590,307,782	1,836,805,488	2,121,510,338
4	Persediaan Supplies	0	660,000	726,000	798,600	878,460
5	<b>Total Aktiva Lancar</b>	<b>1,400,000,000</b>	<b>1,445,837,866</b>	<b>1,695,394,913</b>	<b>2,076,180,727</b>	<b>2,602,069,422</b>
6	Mesin dan Peralatan	250,000,000	225,000,000	200,000,000	175,000,000	150,000,000
7	Inventaris Kantor	12,750,000	10,200,000	7,650,000	5,100,000	2,550,000
8	Tanah	0	0	0	0	0
9	Bangunan	0	0	0	0	0
10	<b>Total Aktiva Tetap</b>	<b>262,750,000</b>	<b>235,200,000</b>	<b>207,650,000</b>	<b>180,100,000</b>	<b>152,550,000</b>
11	Biaya Pra Operasional	180,000,000	144,000,000	108,000,000	72,000,000	36,000,000
12	<b>Total Aktiva</b>	<b>1,842,750,000</b>	<b>1,825,037,866</b>	<b>2,011,044,913</b>	<b>2,328,280,727</b>	<b>2,790,619,422</b>
13	<b>PASIVA</b>					
14	Hutang	921,375,000	737,100,000	552,825,000	368,550,000	184,275,000
15	Modal sendiri	921,375,000	921,375,000	921,375,000	921,375,000	921,375,000
16	Laba ditahan		166,562,866	536,844,913	1,038,355,727	1,684,969,422
17	<b>Total Pasiva</b>	<b>1,842,750,000</b>	<b>1,825,037,866</b>	<b>2,011,044,913</b>	<b>2,328,280,727</b>	<b>2,790,619,422</b>



### 2.23. PROYEKSI SUMBER DAN PENGGUNAAN MODAL

No	Komponen	1	2	3	4	5
1	<b>Sumber Dana</b>					
2	Laba Bersih	174,150,422	381,877,729	528,019,330	699,911,542	902,095,502
3	Depresiasi & Amortisasi	63,550,000	63,550,000	63,550,000	63,550,000	63,550,000
4	Penambahan hutang	0	0	0	0	0
5	<b>Total</b>	<b>237,700,422</b>	<b>445,427,729</b>	<b>591,569,330</b>	<b>763,461,542</b>	<b>965,645,502</b>
6	<b>Penggunaan Dana</b>					
7	Pengurangan hutang	184,275,000	184,275,000	184,275,000	184,275,000	184,275,000
8	Dividen	7,587,557	11,595,681	26,508,515	53,297,847	93,212,918
9	Penambahan modal kerja	45,837,866	249,557,047	380,785,814	525,888,695	688,157,584
10	<b>Total</b>	<b>237,700,422</b>	<b>445,427,729</b>	<b>591,569,330</b>	<b>763,461,542</b>	<b>965,645,502</b>

### 2.24. PROYEKSI ARUS KAS BERSIH

No	Uraian	Pra Operasi	1	2	3	4	5
1	Laba Bersih		174,150,422	381,877,729	528,019,330	699,911,542	902,095,502
2	Depresiasi & Amortisasi		63,550,000	63,550,000	63,550,000	63,550,000	63,550,000
3	Bunga (1-t)		77,395,500	61,916,400	46,437,300	30,958,200	15,479,100
4	Arus Kas Operasi		315,095,922	507,344,129	638,006,630	794,419,742	981,124,602
5	Investasi Modal	(1,842,750,000)					
6	Perubahan Modal Kerja		(45,837,866)	(249,557,047)	(380,785,814)	(525,888,695)	(688,157,584)
7	Terminal Value						
8	* Aktiva Tetap		0	0	0	0	125,000,000
9	* Modal Kerja		0	0	0	0	1,890,227,006
10	<b>Arus Kas Bersih</b>		<b>269,258,057</b>	<b>257,787,081</b>	<b>257,220,815</b>	<b>268,531,047</b>	<b>2,308,194,024</b>

### 2.25. PENILAIAN INVESTASI

Komponen	Pra Operasi	1	2	3	4	5
Arus Kas Bersih	(1,842,750,000)	269,258,057	257,787,081	257,220,815	268,531,047	2,308,194,024
Faktor Diskon		1.132	1.281424	1.450571968	1.642047468	1.858797734
<b>Present Value Arus Kas</b>	<b>(1,842,750,000)</b>	<b>237,860,474</b>	<b>201,172,353</b>	<b>177,323,719</b>	<b>163,534,278</b>	<b>1,241,767,182</b>

**Net Present Value** 178,908,006

**Profitability Index** 1.10

**Internal Rate of Return** 16%

**Payback Period** 4.34

**Discounted Payback Period** 4.83