

LAMPIRAN

Lampiran 1

Peralatan Happy Family Karaoke (dalam Rupiah)

No	Nama Peralatan	Jumlah	Harga Satuan	Total
1	Paket Karaoke A	9	4.500.000	40.500.000
2	Samsung 24" LED	10	1.800.000	18.000.000
3	Paket Karaoke B	4	17.150.000	68.600.000
4	Samsung 32" LED	3	2.750.000	8.250.000
5	Polytron 50" LED	1	9.000.000	9.000.000
6	CPU	10	2.400.000	24.000.000
7	Lampu Disco	17	200.000	3.400.000
8	Lampu LED	10	20.000	200.000
9	Meja	25	765.000	19.125.000
10	Meja Resepsionist	1	900.000	900.000
10	Sofa daniel	12	1.850.000	22.200.000
11	Sofa Lounge	20	550.000	11.000.000
12	Sofa L Arjen	3	4.700.000	14.100.000
13	Sofa Hernandez	2	10.000.000	20.000.000
14	Kursi bar	5	750.000	3.750.000
15	Ac + eksosfan	20	2.800.000	56.000.000
16	Kulkas	1	3.000.000	3.000.000
17	Kompor listrik	1	3.500.000	3.500.000
18	Mesin kasir 1 set	1	4.950.000	4.950.000
19	Mesin penghisap debu	2	750.000	1.500.000
20	Freezer	1	1.500.000	1.500.000
21	Dispenser	1	750.000	750.000
22	Rice Cooker	1	500.000	500.000
23	CCTV	21	250.000	5.250.000
	Total			339.975.000

Lampiran 2

Perlengkapan *Happy Family Karaoke* (dalam Rupiah)

No	Nama Peralatan	Jumlah	Harga Satuan	Total
1	piring	50	20.000	1.000.000
2	gelas	100	5.000	500.000
3	Sendok dan garpu	100	5.000	500.000
4	mesin blender	2	500.000	1.000.000
5	Pembersih	10	50.000	500.000
6	Kertas	1 rim (500)	12.000	12.000
7	Nota Bon	2	5.000	10.000
8	Alat Tulis	1 set	50.000	50.000
9	Bahan makanan awal (daging, kentang, makanan ringan, beras, telur, pasta, saus tomat dan sambal)			2.000.000
10	Persediaan Minuman (air putih, lemon tea, soft drink, minuman beralkohol)			5.000.000
11	1 Set Pisau dapur	1	100.000	100.000
12	Nampan Viento	10	15.000	150.000
13	Aqua Galon	5	15.000	75.000
14	Sapu dan alat pel	1	200.000	200.000
15	Beras 20 kg cap kembang	1	250.000	250.000
	Total			11.347.000

Lampiran 3

Biaya Sewa Ruko *Happy Family Karaoke* (dalam Rupiah)

Keterangan	Harga
Sewa Ruko	250.000.000
Renovasi	100.000.000
Total	350.000.000

Lampiran 4

Biaya Perizinan *Happy Family Karaoke* (dalam Rupiah)

Keterangan	Harga
Ijin usaha menengah	5.000.000
Ijin usaha minuman beralkohol	10.000.000
Total	15.000.000

Lampiran 5

Proyeksi biaya renovasi (dalam Rupiah)

Keterangan	Jumlah	Harga	Total
Renovasi Small Room	3	3.500.000	10.500.000
Renovasi Medium Room	6	5.000.000	30.000.000
Renovasi Large Room	3	7.500.000	22.500.000
Renovasi VIP Room	1	10.000.000	10.000.000
Renovasi Peredam Suara	1	5.000.000	5.000.000
Renovasi Bangunan	1	22.000.000	22.000.000
Total			100.000.000

Lampiran 6

Perincian Pendapatan *Happy Family Karaoke*

(dalam Rupiah)

HariBiasa	Total jam	Harga	Total
Small Room	6	50.000	300.000
Medium Room	4	75.000	300.000
Large Room	1	135.000	135.000
Total Penjualan Makanan		200.000	200.000
Total Penjualan Minuman		500.000	500.000
Total Pendapatan Perhari Hari biasa			1.435.000
Total Sebulan (20 hari biasa/bulan)			28.700.000
Weekend			
Small Room	14	50.000	700.000
Medium Room	12	75.000	900.000
Large Room	3	135.000	405.000
Vip Room	1	225.000	225.000
Total Penjualan Makanan		2.000.000	2,000.000
Total Penjualan Minuman		4.000.000	4.000.000
Total Pendapatan Perhari Weekend			8.230.000
Total Sebulan (8 hari weekend/bulan)			65.840.000
Total pendapatan dalam sebulan			94.540.000

Lampiran 7

Proyeksi Tingkat Kompensasi Tenaga Kerja dalam 5 Tahun

Happy Family Karaoke (dalam Rupiah)

Jabatan	2016			2017			2018			2019			2020		
	Jml	Gaji/Bln	THR	Jml	Gaji/Bln	THR	Jml	Gaji/Bln	THR	Jml	Gaji/Bln	THR	Jml	Gaji/Bln	THR
Manager	1	5,000,000	5,000,000	1	5,350,000	5,350,000	1	5,724,500	5,724,500	1	6,125,215	6,125,215	1	6,553,980	6,553,980
Teknisi	1	2,000,000	2,000,000	2	2,140,000	2,140,000	2	2,289,800	2,289,800	2	2,450,086	2,450,086	2	2,621,592	2,621,592
Bartender	1	3,500,000	3,500,000	1	3,745,000	3,745,000	1	4,007,150	4,007,150	1	4,287,651	4,287,651	1	4,587,786	4,587,786
Koki	1	3,500,000	3,500,000	1	3,745,000	3,745,000	1	4,007,150	4,007,150	1	4,287,651	4,287,651	1	4,587,786	4,587,786
Asisten Koki	1	3,000,000	3,000,000		3,210,000	3,210,000		3,434,700	3,434,700		3,675,129	3,675,129		3,932,388	3,932,388
Kasir	1	3,750,000	3,750,000	3	4,012,500	4,012,500	3	4,293,375	4,293,375	3	4,593,911	4,593,911	3	4,915,485	4,915,485
Satpam	1	2,500,000	2,500,000	1	2,675,000	2,675,000	1	2,862,250	2,862,250	1	3,062,608	3,062,608	1	3,276,990	3,276,990
Karyawan Operasional	7	21,000,000	21,000,000	5	22,470,000	22,470,000	5	24,042,900	24,042,900	5	25,725,903	25,725,903	1	27,526,716	27,526,716
Total / Bulan		44,250,000			47,347,500			50,661,825			54,208,153			58,002,723	
Total / Tahun + THR		575,250,000			615,517,500			658,603,725			704,705,986			754,035,405	

Lampiran 8

Penyusutan Peralatan Selama 5 Tahun (dalam Rupiah)

Proyeksi Biaya Penyusutan Peralatan				
Tahun	Harga Peralatan	Biaya Penyusutan	Akumulasi	Nilai Residu
2016	339.975.000	67.995.000	67.995.000	271.980.000
2017		67.995.000	135.990.000	203.985.000
2018		67.995.000	203.985.000	135.990.000
2019		67.995.000	271.980.000	67.995.000
2020		67.995.000	339.975.000	0

Lampiran 9

Proyeksi Biaya Sewa Ruko *Happy Family Karaoke* (dalam Rupiah)

Tahun	Biaya
2016	250.000.000
2017	262.500.000
2018	275.625.000
2019	289.406.250
2020	303.876.562

Lampiran 10

Proyeksi Biaya Listrik *Happy Family Karaoke* (dalam Rupiah)

Keterangan	Harga
Jumlah Pemakaian	2000 kWh
Biaya H1	454.262
Biaya H2	2.154.318
Biaya beban	0
Biaya total/bulan	2.608.580
Biaya total/tahun	31.302.954
Tahun	Biaya
2016	31.302.954
2017	34.433.249
2018	37.876.574
2019	41.664.232
2020	45.830.655

Lampiran 11

Proyeksi Biaya Air *Happy Family Karaoke* (dalam Rupiah)

Keterangan (m ³)	Pemakaian (m ³)	Harga (m ³)	Total
0-10	10	6.825	68.250
11-20	10	8.150	81.500
Lebih dari 20	20	9.800	196.000
Biaya beban tetap	0		25.000
Biaya total/bulan	0		370.750
Biaya total/tahun	0		4.449.000
Tahun			Biaya
2016			4.449.000
2017			4.893.900
2018			5.383.290
2019			5.921.619
2020			6.513.781

Lampiran 12

Proyeksi Biaya Telepon *Happy Family Karaoke* (dalam Rupiah)

Tahun	Biaya
2016	500.000
2017	550.000
2018	605.000
2019	665.500
2020	732.050

Lampiran 13

Proyeksi Biaya Internet *Happy Family Karaoke* (dalam Rupiah)

Keterangan	Harga
Combo D`Lite	279.000
Biaya bulanan modem dan wifi	40.000
Pajak(10%)	31.900
Registration fee	200.000
Total/bulan	350.900
Total/tahun pertama	4.410.800
Total/tahun kedua	4.631.880
Tahun	Harga
2016	4.410.800
2017	4.631.880
2018	5.095.068
2019	5.604.575
2020	6.165.032

Lampiran 14

Proyeksi Biaya Pemasaran *Happy Family Karaoke* (dalam Rupiah)

Keterangan	Harga
Jasa pembuatan website	2.000.000
Biaya penyewaan domain/tahun	300.000
Biaya percetakan brosur	50.000
Total biaya tahun pertama	2.350.000
Total biaya tahun kedua	385.000
Tahun	Harga
2016	2.350.000
2017	385.000
2018	423.500
2019	465.850
2020	512.435

Lampiran 15

Proforma *Income Statement* Happy Family Karaoke (dalam Rupiah)

Keterangan	2016	2017	2018	2019	2020
Pendapatan Usaha	1,064,237,860	1,277,085,432	1,532,502,518	1,839,003,022	2,206,803,626
Biaya :					
Biaya Tetap :					
Biaya Sewa	250,000,000	262,500,000	275,625,000	289,406,250	303,876,562
Biaya Gaji	575,250,000	615,517,500	658,603,725	704,705,986	754,035,405
Biaya Perlengkapan	11,347,000	12,141,290	12,443,244	13,687,568	15,056,325
Biaya Penyusutan Peralatan	67,995,000	67,995,000	67,995,000	67,995,000	67,995,000
Biaya Renovasi	100,000,000	0	0	0	0
Biaya Perizinan	15,000,000	0	0	0	0
Biaya Pemasaran	2.350.000	385,000	423,500	465,850	512,435
Total Biaya Tetap	1,019,592,000	958,538,790	1,015,090,469	1,076,260,654	1,141,475,727
Biaya Variabel :					
Biaya Telepon	500,000	550,000	605,000	665,500	732,050
Biaya Listrik	31,302,954	34,433,249	37,876,574	41,664,232	45,830,655
Biaya Air	4,449,000	4,893,900	5,383,290	5,921,619	6,513,781
Biaya Internet	4,410,800	4,631,880	5,095,068	5,604,575	6,165,032
Total Biaya Variabel	40,662,754	44,509,029	48,959,932	53,855,926	59,241,518
Total Biaya Tetap dan Variabel	1,060,254,754	1,003,047,819	1,064,050,401	1,130,116,580	1,200,717,245
Laba/Rugi Usaha Sebelum Pajak	3,983,106	274,037,613	468,452,117	708,886,442	1,006,086,381
Pajak	199,156	38,509,404	87,113,030	157,665,933	246,825,915
Laba/Rugi Usaha Setelah Pajak	3,783,950	235,528,209	381,339,087	551,220,509	759,260,466

Lampiran 16

Cash Flow Happy Family Karaoke (dalam Rupiah)

Keterangan	2015	2016	2017	2018	2019	2020
Modal Awal	733,285,000					
Arus Kas Masuk :						
Penjualan		1,064,237,860	1,277,085,432	1,532,502,518	1,839,003,022	2,206,803,626
Arus Kas Keluar:						
Biaya Sewa	250,000,000	0	262,500,000	275,625,000	289,406,250	303,876,562
Biaya Renovasi	100,000,000					
Biaya Gaji dan THR	0	575,250,000	615,517,500	658,603,725	704,705,986	754,035,405
Biaya Peralatan	339,975,000	0	0	0	0	0
Biaya Perlengkapan	11,347,000	0	12,141,290	12,443,244	13,687,568	15,056,325
Biaya Perizinan	15,000,000	0	0	0	0	0
Biaya Listrik	0	31,302,954	34,433,249	37,876,574	41,664,232	45,830,655
Biaya Telepon	0	500,000	550,000	605,000	665,500	732,050
Biaya Air	0	4,449,000	4,893,900	5,383,290	5,921,619	6,513,781
Biaya Internet	0	4,410,800	4,631,880	5,095,068	5,604,575	6,165,032
Biaya Pemasaran	0	2.350.000	385,000	423,500	465,850	512,435
Pajak	0	5,635,191	54,767,166	103,820,282	174,467,084	261,476,893
Total Arus Kas Keluar	716,322,000	621,547,945	989,819,985	1,099,875,683	1,236,588,664	1,394,199,138
Saldo Cash Flow	16,963,000	442,689,915	287,265,447	432,626,835	602,414,358	812,604,488
Beginning Balance	0	16,963,000	459,652,915	746,918,362	1,179,545,197	1,781,959,555
Ending Balance	16,963,000	459,652,915	746,918,362	1,179,545,197	1,781,959,555	2,594,564,043

Lampiran 17

Proforma Balance Sheet Happy Family Karaoke (dalam Rupiah)

Keterangan	2015	2016	2017	2018	2019	2020
Aktiva						
Aktiva Lancar						
Kas	16,963,000	459,652,915	746,918,362	1,179,545,197	1,781,959,555	2,594,564,043
Aktiva Tetap						
Peralatan	338,725,000	338,725,000	338,725,000	338,725,000	338,725,000	338,725,000
Akumulasi Penyusutan Peralatan	0	67,745,000	135,490,000	203,235,000	270,980,000	338,725,000
Peralatan Setelah Akumulasi	338,725,000	270,980,000	203,235,000	135,490,000	67,745,000	0
Jumlah Aktiva Tetap	338,725,000	270,980,000	203,235,000	135,490,000	67,745,000	0
Total Aktiva	355,688,000	730,632,915	950,153,362	1,315,035,197	1,849,704,555	2,594,564,043
Pasiva						
Utang Lancar	0	0	0	0	0	0
Utang Pajak	0	5,635,191	54,767,166	103,820,282	174,467,084	261,476,893
Ekuitas	0	0	0	0	0	0
Modal, Stanley	355,688,000	724,997,724	895,386,196	1,211,214,915	1,675,237,471	2,333,087,150
Total Pasiva	355,688,000	730,632,915	950,153,362	1,315,035,197	1,849,704,555	2,594,564,043

Lampiran 18

Break Even Analysis Happy Family Karaoke (dalam Rupiah)

Tahun	FC	1-(VC/Sales)	BEP (RP)
2016	1.019.592.000	0,96179167	1.060.096.520
2017	958.538.790	0,96514796	993.152.166
2018	1.015.090.469	0,9680523	1.048.590.525
2019	1.076.260.654	0,97071461	1.108.730.255
2020	1.141.475.727	0,97315506	1.172.963.876

Lampiran 19

Net Cash Flow Happy Family Karaoke (dalam Rupiah)

Keterangan	2016	2017	2018	2019	2020
Laba / Rugi Bersih Setelah Pajak (EAT)	3.783.950	235.528.209	381.339.087	551.220.509	759.260.466
Penyusutan Peralatan	67.995.000	67.995.000	67.995.000	67.995.000	67.995.000
Net Cash Flow	71.778.950	303.523.209	449.334.087	619.215.509	827.255.466

Lampiran 20

Net Present Value Happy Family Karaoke (dalam Rupiah)

Tahun	Net Cash Flow	DF : 7.5%	PV of NCF
2016	71.778.950	0,93023256	66.771.116
2017	303.523.209	0,86533261	262.648.531
2018	449.334.087	0,80496057	361.696.223
2019	619.215.509	0,74880053	463.668.901
2020	827.255.466	0,69655863	576.231.934
		PV of CF	1.731.016.705
		Investasi	733.825.000
		NPV	997.191.705

Lampiran 21

Payback Period Happy Family Karaoke (dalam Rupiah)

Tahun	Investasi	Arus Kas Tahunan
2016	733.285.000	71.778.950
2017	661.506.050	303.523.209
2018	357.982.841	449.334.087

$$\begin{aligned}
 PP &= 2 \text{ tahun} + \left(\frac{357982841}{449334087} \right) \times 12 \text{ bulan} \\
 &= 2 \text{ tahun} + 9 \text{ bulan} + 5 \text{ hari}
 \end{aligned}$$

Lampiran 22

IRR Positif Happy Family Karaoke Dengan Bunga 37%

Tahun	Net Cash Flow	DF : 37%	PV of NCF
2016	71.778.950	0,72993	52.393.394
2017	303.523.209	0,53279	161.715.173
2018	449.334.087	0,3889	174.746.169
2019	619.215.509	0,28387	175.775.992
2020	827.255.466	0,2072	171.410.258
		PV of CF	736.040.987
		Investasi	733.285.000
		NPC	2.755.987

Lampiran 23

IRR Negatif Happy Family Karaoke Dengan Bunga 38%

Tahun	Net Cash Flow	DF : 38%	PV of NCF
2016	71.778.950	0,72464	52.013.732
2017	303.523.209	0,5251	159.379.967
2018	449.334.087	0,38051	170.974.801
2019	619.215.509	0,27573	170.736.148
2020	827.255.466	0,1998	165.289.099
		PV of CF	718.393.747
		Investasi	733.285.000
		NPC	-14.891.253

Lampiran 24

Proyeksi Biaya Perlengkapan *Happy Family Karaoke* (dalam Rupiah)

Tahun	Harga
2016	11.347.000
2017	12.141.290
2018	12.443.244
2019	13.687.568
2020	15.056.325

Lampiran 25

Perhitungan Pajak

Perhitungan Pajak	2016	2017	2018	2019	2020
Laba/Rugi Sebelum Pajak	3,983,106	274,037,613	468,452,117	708,886,442	1,006,086,381
5%(<50 Juta)	199,156	2,500,000	2,500,000	2,500,000	2,500,000
15%(Diatas 50 juta sampai dengan 250 juta)	0	30,000,000	30,000,000	30,000,000	30,000,000
25%(Di atas 250 juta sampai dengan 500 juta)	0	6,009,404	54,613,030	62,500,000	62,500,000
30%(Di atas 500 juta)	0	0		62,665,933	151,825,915
Total Pajak	199,156	38,509,404	87,113,030	157,665,933	246,825,915

Lampiran 26

Logo *Happy Family Karaoke*



Lampiran 27

Contoh beberapa peralatan *Happy Family Karaoke*





Lampiran 28

Gambar Ruko yang akan disewa *Happy Family Karaoke*



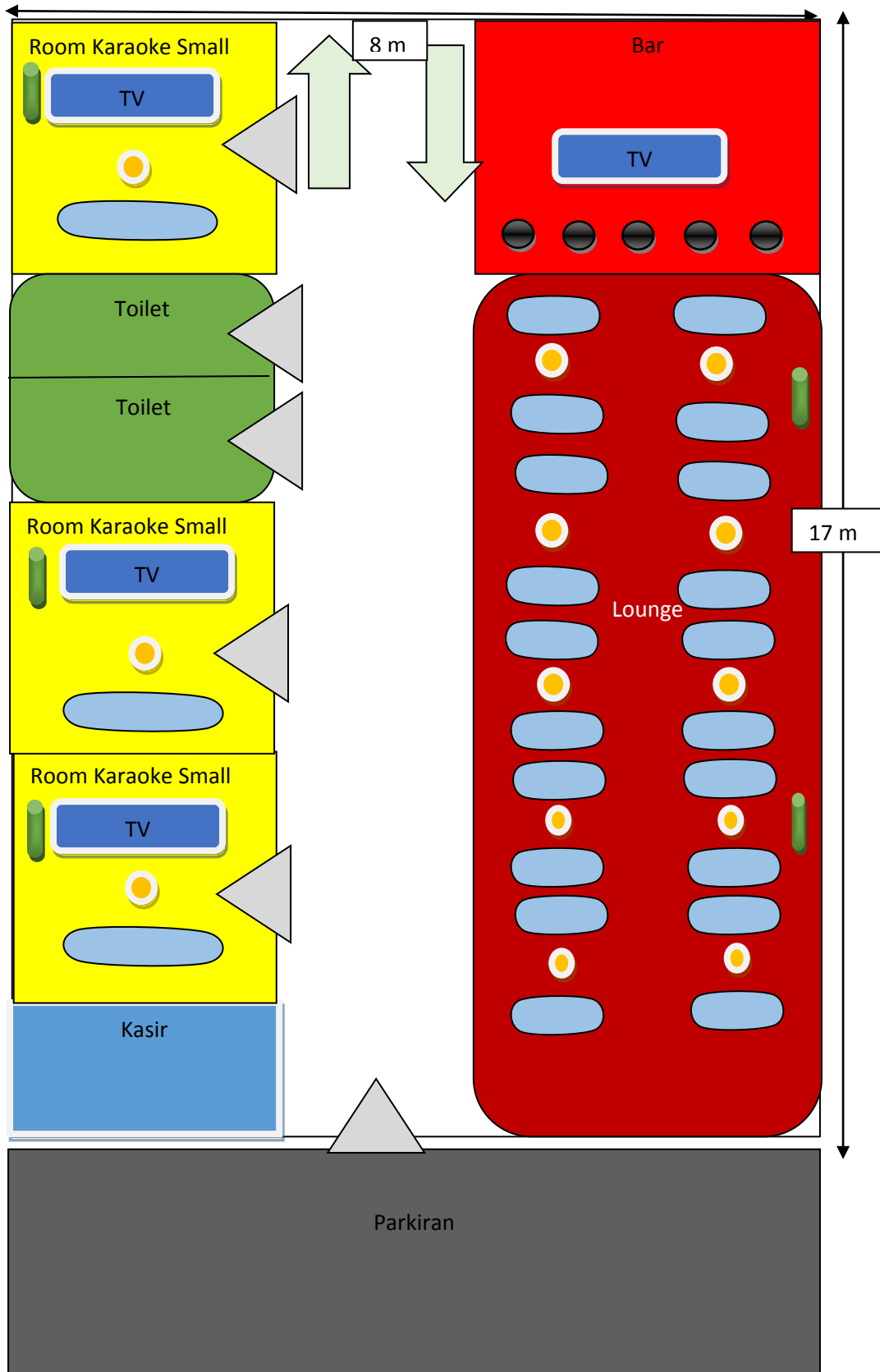
Lampiran 29

Contoh ruangan karaoke



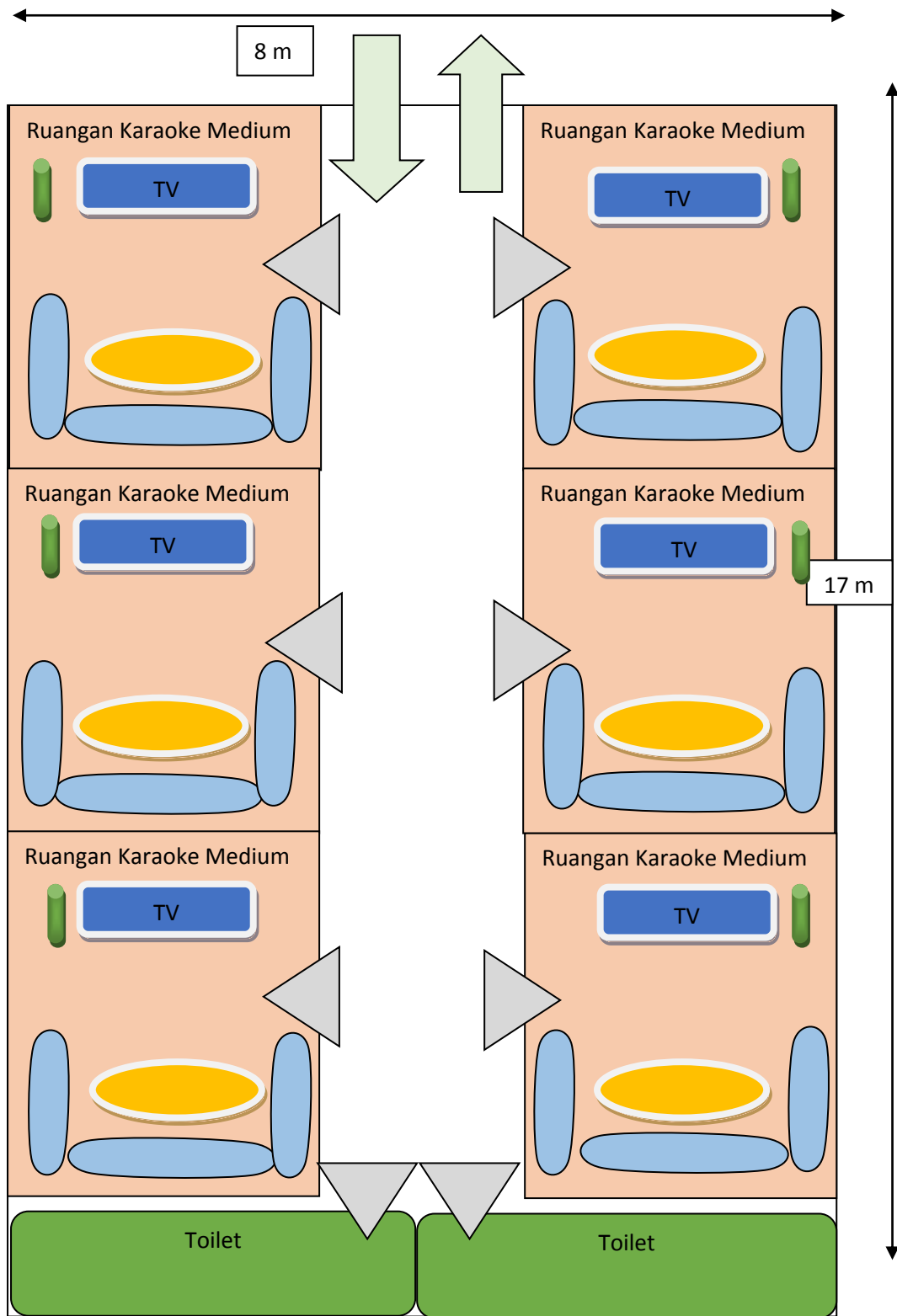
Lampiran 30

Tata Letak *Ruko Happy Family Karaoke* (Lantai 1)



Lampiran 31

Tata Letak *Ruko Happy Family Karaoke* (Lantai 2)



Lampiran 32

Tata Letak Ruko *Happy Family Karaoke* (Lantai 3)

