

LAMPIRAN

Lampiran 1 Ramalan Penjualan

1. TAHUN 2024

| Menu              | Q  | Jan | Feb | Mar | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Des | TOTAL |
|-------------------|----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| Classic Burger    | 10 | 300 | 300 | 300 | 300 | 300 | 315 | 315 | 300 | 300 | 300 | 300 | 331 | 3661  |
| Margherita Pizza  | 10 | 300 | 300 | 300 | 300 | 300 | 315 | 315 | 300 | 300 | 300 | 300 | 331 | 3661  |
| Moules Frites     | 10 | 300 | 300 | 300 | 300 | 300 | 315 | 315 | 300 | 300 | 300 | 300 | 331 | 3661  |
| Tiramisu          | 9  | 270 | 270 | 270 | 270 | 270 | 284 | 284 | 270 | 270 | 270 | 270 | 298 | 3295  |
| Flavored Tea      | 15 | 450 | 450 | 450 | 450 | 450 | 473 | 473 | 450 | 450 | 450 | 450 | 496 | 5491  |
| Cappuccino        | 7  | 210 | 210 | 210 | 210 | 210 | 221 | 221 | 210 | 210 | 210 | 210 | 232 | 2563  |
| Soda              | 5  | 150 | 150 | 150 | 150 | 150 | 158 | 158 | 150 | 150 | 150 | 150 | 166 | 1832  |
| Soba with Tempura | 5  | 150 | 150 | 150 | 150 | 150 | 158 | 158 | 150 | 150 | 150 | 150 | 166 | 1832  |

| Menu              | Harga      | Q Jan | Jan             | Q Feb | Feb             | Q Mar | Mar             | Q Apr | Apr             | Q Mei | Mei             | Q Jun | Jun             |
|-------------------|------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|
| Classic Burger    | IDR 65,000 | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 315   | IDR 20,475,000  |
| Margherita Pizza  | IDR 90,000 | 300   | IDR 27,000,000  | 300   | IDR 27,000,000  | 300   | IDR 27,000,000  | 300   | IDR 27,000,000  | 300   | IDR 27,000,000  | 315   | IDR 28,350,000  |
| Moules Frites     | IDR 65,000 | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 315   | IDR 20,475,000  |
| Tiramisu          | IDR 39,000 | 270   | IDR 10,530,000  | 270   | IDR 10,530,000  | 270   | IDR 10,530,000  | 270   | IDR 10,530,000  | 270   | IDR 10,530,000  | 284   | IDR 11,056,500  |
| Flavored Tea      | IDR 33,000 | 450   | IDR 14,850,000  | 450   | IDR 14,850,000  | 450   | IDR 14,850,000  | 450   | IDR 14,850,000  | 450   | IDR 14,850,000  | 473   | IDR 15,592,500  |
| Cappuccino        | IDR 33,000 | 210   | IDR 6,930,000   | 210   | IDR 6,930,000   | 210   | IDR 6,930,000   | 210   | IDR 6,930,000   | 210   | IDR 6,930,000   | 221   | IDR 7,276,500   |
| Soda              | IDR 15,000 | 150   | IDR 2,250,000   | 150   | IDR 2,250,000   | 150   | IDR 2,250,000   | 150   | IDR 2,250,000   | 150   | IDR 2,250,000   | 158   | IDR 2,362,500   |
| Soba with Tempura | IDR 70,000 | 150   | IDR 10,500,000  | 150   | IDR 10,500,000  | 150   | IDR 10,500,000  | 150   | IDR 10,500,000  | 150   | IDR 10,500,000  | 158   | IDR 11,060,000  |
| TOTAL             |            |       | IDR 111,060,000 |       | IDR 111,060,000 |       | IDR 111,060,000 |       | IDR 111,060,000 |       | IDR 111,060,000 |       | IDR 116,648,000 |

| Menu              | Harga      | Q Jul | Jul             | Q Aug | Aug             | Q Sep | Sep             | Q Okt | Okt             | Q Nov | Nov             | Q Des | Des             |
|-------------------|------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|
| Classic Burger    | IDR 65,000 | 315   | IDR 20,475,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 331   | IDR 21,498,750  |
| Margherita Pizza  | IDR 90,000 | 315   | IDR 28,350,000  | 300   | IDR 27,000,000  | 300   | IDR 27,000,000  | 300   | IDR 27,000,000  | 300   | IDR 27,000,000  | 331   | IDR 29,767,500  |
| Moules Frites     | IDR 65,000 | 315   | IDR 20,475,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 300   | IDR 19,500,000  | 331   | IDR 21,498,750  |
| Tiramisu          | IDR 39,000 | 284   | IDR 11,056,500  | 270   | IDR 10,530,000  | 270   | IDR 10,530,000  | 270   | IDR 10,530,000  | 270   | IDR 10,530,000  | 298   | IDR 11,609,325  |
| Flavored Tea      | IDR 33,000 | 473   | IDR 15,592,500  | 450   | IDR 14,850,000  | 450   | IDR 14,850,000  | 450   | IDR 14,850,000  | 450   | IDR 14,850,000  | 496   | IDR 16,372,125  |
| Cappuccino        | IDR 33,000 | 221   | IDR 7,276,500   | 210   | IDR 6,930,000   | 210   | IDR 6,930,000   | 210   | IDR 6,930,000   | 210   | IDR 6,930,000   | 232   | IDR 7,640,325   |
| Soda              | IDR 15,000 | 158   | IDR 2,362,500   | 150   | IDR 2,250,000   | 150   | IDR 2,250,000   | 150   | IDR 2,250,000   | 150   | IDR 2,250,000   | 166   | IDR 2,488,500   |
| Soba with Tempura | IDR 70,000 | 158   | IDR 11,060,000  | 150   | IDR 10,500,000  | 150   | IDR 10,500,000  | 150   | IDR 10,500,000  | 150   | IDR 10,500,000  | 166   | IDR 11,613,000  |
| TOTAL             |            |       | IDR 116,648,000 |       | IDR 111,060,000 |       | IDR 111,060,000 |       | IDR 111,060,000 |       | IDR 111,060,000 |       | IDR 122,488,275 |

1. Dianggap sebagai bagian dari karya tulis ini dan menyebutkan sumber:  
a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan kritik dan tinjauan suatu masalah.  
b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.  
2. Dianggap mengemukakan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



Hak cipta ini dilindungi oleh IBIKKG (Institut Bisnis dan Informatika Kwik Kian Gie)

Institut Bisnis

2. TAHUN 2025

| Menu              | Jan | Feb | Mar | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Des | TOTAL |
|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| Classic Burger    | 315 | 315 | 315 | 315 | 315 | 331 | 331 | 315 | 315 | 315 | 315 | 348 | 3845  |
| Margherita Pizza  | 315 | 315 | 315 | 315 | 315 | 331 | 331 | 315 | 315 | 315 | 315 | 348 | 3845  |
| Moules Frites     | 315 | 315 | 315 | 315 | 315 | 331 | 331 | 315 | 315 | 315 | 315 | 348 | 3845  |
| Tiramisu          | 284 | 284 | 284 | 284 | 284 | 298 | 298 | 284 | 284 | 284 | 284 | 313 | 3460  |
| Flavored Tea      | 473 | 473 | 473 | 473 | 473 | 496 | 496 | 473 | 473 | 473 | 473 | 521 | 5766  |
| Cappuccino        | 221 | 221 | 221 | 221 | 221 | 232 | 232 | 221 | 221 | 221 | 221 | 244 | 2692  |
| Soda              | 158 | 158 | 158 | 158 | 158 | 166 | 166 | 158 | 158 | 158 | 158 | 174 | 1928  |
| Soba with Tempura | 158 | 158 | 158 | 158 | 158 | 166 | 166 | 158 | 158 | 158 | 158 | 174 | 1928  |

| Menu              | Harga      | Q Jan | Jan             | Q Feb | Feb             | Q Mar | Mar             | Q Apr | Apr             | Q Mei | Mei             | Q Jun | Jun             |
|-------------------|------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|
| Classic Burger    | IDR 65,000 | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 331   | IDR 21,515,000  |
| Margherita Pizza  | IDR 90,000 | 315   | IDR 28,350,000  | 315   | IDR 28,350,000  | 315   | IDR 28,350,000  | 315   | IDR 28,350,000  | 315   | IDR 28,350,000  | 331   | IDR 29,790,000  |
| Moules Frites     | IDR 65,000 | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 331   | IDR 21,515,000  |
| Tiramisu          | IDR 39,000 | 284   | IDR 11,056,500  | 284   | IDR 11,076,000  | 284   | IDR 11,076,000  | 284   | IDR 11,076,000  | 284   | IDR 11,076,000  | 298   | IDR 11,622,000  |
| Flavored Tea      | IDR 33,000 | 473   | IDR 15,592,500  | 473   | IDR 15,609,000  | 473   | IDR 15,609,000  | 473   | IDR 15,609,000  | 473   | IDR 15,609,000  | 496   | IDR 16,368,000  |
| Cappuccino        | IDR 33,000 | 221   | IDR 7,276,500   | 221   | IDR 7,293,000   | 221   | IDR 7,293,000   | 221   | IDR 7,293,000   | 221   | IDR 7,293,000   | 232   | IDR 7,656,000   |
| Soda              | IDR 15,000 | 158   | IDR 2,362,500   | 158   | IDR 2,370,000   | 158   | IDR 2,370,000   | 158   | IDR 2,370,000   | 158   | IDR 2,370,000   | 166   | IDR 2,490,000   |
| Soba with Tempura | IDR 70,000 | 158   | IDR 11,060,000  | 158   | IDR 11,060,000  | 158   | IDR 11,060,000  | 158   | IDR 11,060,000  | 158   | IDR 11,060,000  | 166   | IDR 11,620,000  |
| TOTAL             |            |       | IDR 116,648,000 |       | IDR 116,708,000 |       | IDR 116,708,000 |       | IDR 116,708,000 |       | IDR 116,708,000 |       | IDR 122,576,000 |

| Menu              | Harga      | Q Jul | Jul             | Q Aug | Aug             | Q Sep | Sep             | Q Okt | Okt             | Q Nov | Nov             | Q Des | Des             |
|-------------------|------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|
| Classic Burger    | IDR 65,000 | 331   | IDR 21,515,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 348   | IDR 22,620,000  |
| Margherita Pizza  | IDR 90,000 | 331   | IDR 29,790,000  | 315   | IDR 28,350,000  | 315   | IDR 28,350,000  | 315   | IDR 28,350,000  | 315   | IDR 28,350,000  | 348   | IDR 31,320,000  |
| Moules Frites     | IDR 65,000 | 331   | IDR 21,515,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 315   | IDR 20,475,000  | 348   | IDR 22,620,000  |
| Tiramisu          | IDR 39,000 | 298   | IDR 11,622,000  | 284   | IDR 11,076,000  | 284   | IDR 11,076,000  | 284   | IDR 11,076,000  | 284   | IDR 11,076,000  | 313   | IDR 12,207,000  |
| Flavored Tea      | IDR 33,000 | 496   | IDR 16,368,000  | 473   | IDR 15,609,000  | 473   | IDR 15,609,000  | 473   | IDR 15,609,000  | 473   | IDR 15,609,000  | 521   | IDR 17,193,000  |
| Cappuccino        | IDR 33,000 | 232   | IDR 7,656,000   | 221   | IDR 7,293,000   | 221   | IDR 7,293,000   | 221   | IDR 7,293,000   | 221   | IDR 7,293,000   | 244   | IDR 8,052,000   |
| Soda              | IDR 15,000 | 166   | IDR 2,490,000   | 158   | IDR 2,370,000   | 158   | IDR 2,370,000   | 158   | IDR 2,370,000   | 158   | IDR 2,370,000   | 174   | IDR 2,610,000   |
| Soba with Tempura | IDR 70,000 | 166   | IDR 11,620,000  | 158   | IDR 11,060,000  | 158   | IDR 11,060,000  | 158   | IDR 11,060,000  | 158   | IDR 11,060,000  | 174   | IDR 12,180,000  |
| TOTAL             |            |       | IDR 122,576,000 |       | IDR 116,708,000 |       | IDR 116,708,000 |       | IDR 116,708,000 |       | IDR 116,708,000 |       | IDR 128,802,000 |

1. Diambil dari menu yang ada di IBKKG (Institut Bisnis dan Iqum Kian Gie) dan di cantumkan dan menyebutkan sumbernya. Untuk keperluan pendataan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.

2. Dilarang mengemukakan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBKKG.



### 3. TAHUN 2026

| Menu              | Jan | Feb | Mar | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Des | TOTAL |
|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| Classic Burger    | 331 | 331 | 331 | 331 | 331 | 348 | 348 | 331 | 331 | 331 | 331 | 365 | 4038  |
| Margherita Pizza  | 331 | 331 | 331 | 331 | 331 | 348 | 348 | 331 | 331 | 331 | 331 | 365 | 4038  |
| Moules Frites     | 331 | 331 | 331 | 331 | 331 | 348 | 348 | 331 | 331 | 331 | 331 | 365 | 4038  |
| Tiramisu          | 298 | 298 | 298 | 298 | 298 | 313 | 313 | 298 | 298 | 298 | 298 | 329 | 3634  |
| Flavored Tea      | 496 | 496 | 496 | 496 | 496 | 521 | 521 | 496 | 496 | 496 | 496 | 547 | 6054  |
| Cappuccino        | 232 | 232 | 232 | 232 | 232 | 244 | 244 | 232 | 232 | 232 | 232 | 256 | 2828  |
| Soda              | 166 | 166 | 166 | 166 | 166 | 174 | 174 | 166 | 166 | 166 | 166 | 183 | 2024  |
| Soba with Tempura | 166 | 166 | 166 | 166 | 166 | 174 | 174 | 166 | 166 | 166 | 166 | 183 | 2024  |

| Menu              | Harga      | Q Jan | Jan             | Q Feb | Feb             | Q Mar | Mar             | Q Apr | Apr             | Q Mei | Mei             | Q Jun | Jun             |
|-------------------|------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|
| Classic Burger    | IDR 71,500 | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 348   | IDR 24,882,000  |
| Margherita Pizza  | IDR 99,000 | 331   | IDR 32,744,250  | 331   | IDR 32,744,250  | 331   | IDR 32,744,250  | 331   | IDR 32,744,250  | 331   | IDR 32,744,250  | 348   | IDR 34,452,000  |
| Moules Frites     | IDR 71,500 | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 348   | IDR 24,882,000  |
| Tiramisu          | IDR 42,900 | 298   | IDR 12,770,258  | 298   | IDR 12,770,258  | 298   | IDR 12,770,258  | 298   | IDR 12,770,258  | 298   | IDR 12,770,258  | 313   | IDR 13,427,700  |
| Flavored Tea      | IDR 36,300 | 496   | IDR 18,009,338  | 496   | IDR 18,009,338  | 496   | IDR 18,009,338  | 496   | IDR 18,009,338  | 496   | IDR 18,009,338  | 521   | IDR 18,912,300  |
| Cappuccino        | IDR 36,300 | 232   | IDR 8,404,358   | 232   | IDR 8,404,358   | 232   | IDR 8,404,358   | 232   | IDR 8,404,358   | 232   | IDR 8,404,358   | 244   | IDR 8,857,200   |
| Soda              | IDR 16,500 | 166   | IDR 2,737,350   | 166   | IDR 2,737,350   | 166   | IDR 2,737,350   | 166   | IDR 2,737,350   | 166   | IDR 2,737,350   | 174   | IDR 2,871,000   |
| Soba with Tempura | IDR 77,000 | 166   | IDR 12,774,300  | 166   | IDR 12,774,300  | 166   | IDR 12,774,300  | 166   | IDR 12,774,300  | 166   | IDR 12,774,300  | 174   | IDR 13,398,000  |
| TOTAL             |            |       | IDR 134,737,103 |       | IDR 134,737,103 |       | IDR 134,737,103 |       | IDR 134,737,103 |       | IDR 134,737,103 |       | IDR 141,682,200 |

| Menu              | Harga      | Q Jul | Jul             | Q Aug | Aug             | Q Sep | Sep             | Q Okt | Okt             | Q Nov | Nov             | Q Des | Des             |
|-------------------|------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|
| Classic Burger    | IDR 71,500 | 348   | IDR 24,882,000  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 365   | IDR 26,097,500  |
| Margherita Pizza  | IDR 99,000 | 348   | IDR 34,452,000  | 331   | IDR 32,744,250  | 331   | IDR 32,744,250  | 331   | IDR 32,744,250  | 331   | IDR 32,744,250  | 365   | IDR 36,135,000  |
| Moules Frites     | IDR 71,500 | 348   | IDR 24,882,000  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 331   | IDR 23,648,625  | 365   | IDR 26,097,500  |
| Tiramisu          | IDR 42,900 | 313   | IDR 13,427,700  | 298   | IDR 12,770,258  | 298   | IDR 12,770,258  | 298   | IDR 12,770,258  | 298   | IDR 12,770,258  | 329   | IDR 14,114,100  |
| Flavored Tea      | IDR 36,300 | 521   | IDR 18,912,300  | 496   | IDR 18,009,338  | 496   | IDR 18,009,338  | 496   | IDR 18,009,338  | 496   | IDR 18,009,338  | 547   | IDR 19,856,100  |
| Cappuccino        | IDR 36,300 | 244   | IDR 8,857,200   | 232   | IDR 8,404,358   | 232   | IDR 8,404,358   | 232   | IDR 8,404,358   | 232   | IDR 8,404,358   | 256   | IDR 9,292,800   |
| Soda              | IDR 16,500 | 174   | IDR 2,871,000   | 166   | IDR 2,737,350   | 166   | IDR 2,737,350   | 166   | IDR 2,737,350   | 166   | IDR 2,737,350   | 183   | IDR 3,019,500   |
| Soba with Tempura | IDR 77,000 | 174   | IDR 13,398,000  | 166   | IDR 12,774,300  | 166   | IDR 12,774,300  | 166   | IDR 12,774,300  | 166   | IDR 12,774,300  | 183   | IDR 14,091,000  |
| TOTAL             |            |       | IDR 141,682,200 |       | IDR 134,737,103 |       | IDR 134,737,103 |       | IDR 134,737,103 |       | IDR 134,737,103 |       | IDR 148,703,500 |

2. Dilarang mengemukakan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.

penulisan kritik dan tinjauan suatu masalah.

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| Menu              | Jan | Feb | Mar | Apr | Mei | Jun | Jul | Aug | Sep | Okt | Nov | Des | TOTAL |
|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| Classic Burger    | 365 | 365 | 365 | 365 | 365 | 383 | 383 | 365 | 365 | 365 | 365 | 402 | 4453  |
| Margherita Pizza  | 365 | 365 | 365 | 365 | 365 | 383 | 383 | 365 | 365 | 365 | 365 | 402 | 4453  |
| Moules Frites     | 365 | 365 | 365 | 365 | 365 | 383 | 383 | 365 | 365 | 365 | 365 | 402 | 4453  |
| Tiramisu          | 329 | 329 | 329 | 329 | 329 | 345 | 345 | 329 | 329 | 329 | 329 | 362 | 4013  |
| Flavored Tea      | 547 | 547 | 547 | 547 | 547 | 574 | 574 | 547 | 547 | 547 | 547 | 603 | 6674  |
| Cappuccino        | 256 | 256 | 256 | 256 | 256 | 269 | 269 | 256 | 256 | 256 | 256 | 282 | 3124  |
| Soda              | 183 | 183 | 183 | 183 | 183 | 192 | 192 | 183 | 183 | 183 | 183 | 202 | 2233  |
| Soba with Tempura | 183 | 183 | 183 | 183 | 183 | 192 | 192 | 183 | 183 | 183 | 183 | 202 | 2233  |

| Menu              | Harga      | Q Jan | Jan             | Q Feb | Feb             | Q Mar | Mar             | Q Apr | Apr             | Q Mei | Mei             | Q Jun | Jun             |
|-------------------|------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|
| Classic Burger    | IDR 71,500 | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 383   | IDR 27,384,500  |
| Margherita Pizza  | IDR 99,000 | 365   | IDR 36,135,000  | 365   | IDR 36,135,000  | 365   | IDR 36,135,000  | 365   | IDR 36,135,000  | 365   | IDR 36,135,000  | 383   | IDR 37,917,000  |
| Moules Frites     | IDR 71,500 | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 383   | IDR 27,384,500  |
| Tiramisu          | IDR 42,900 | 329   | IDR 14,114,100  | 329   | IDR 14,114,100  | 329   | IDR 14,114,100  | 329   | IDR 14,114,100  | 329   | IDR 14,114,100  | 345   | IDR 14,800,500  |
| Flavored Tea      | IDR 36,300 | 547   | IDR 19,856,100  | 547   | IDR 19,856,100  | 547   | IDR 19,856,100  | 547   | IDR 19,856,100  | 547   | IDR 19,856,100  | 574   | IDR 20,836,200  |
| Cappuccino        | IDR 36,300 | 256   | IDR 9,292,800   | 256   | IDR 9,292,800   | 256   | IDR 9,292,800   | 256   | IDR 9,292,800   | 256   | IDR 9,292,800   | 269   | IDR 9,764,700   |
| Soda              | IDR 16,500 | 183   | IDR 3,019,500   | 183   | IDR 3,019,500   | 183   | IDR 3,019,500   | 183   | IDR 3,019,500   | 183   | IDR 3,019,500   | 192   | IDR 3,168,000   |
| Soba with Tempura | IDR 77,000 | 183   | IDR 14,091,000  | 183   | IDR 14,091,000  | 183   | IDR 14,091,000  | 183   | IDR 14,091,000  | 183   | IDR 14,091,000  | 192   | IDR 14,784,000  |
| TOTAL             |            |       | IDR 148,703,500 |       | IDR 148,703,500 |       | IDR 148,703,500 |       | IDR 148,703,500 |       | IDR 148,703,500 |       | IDR 156,039,400 |

| Menu              | Harga      | Q Jul | Jul             | Q Aug | Aug             | Q Sep | Sep             | Q Okt | Okt             | Q Nov | Nov             | Q Des | Des             |
|-------------------|------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------|
| Classic Burger    | IDR 71,500 | 383   | IDR 27,384,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 402   | IDR 28,743,000  |
| Margherita Pizza  | IDR 99,000 | 383   | IDR 37,917,000  | 365   | IDR 36,135,000  | 365   | IDR 36,135,000  | 365   | IDR 36,135,000  | 365   | IDR 36,135,000  | 402   | IDR 39,798,000  |
| Moules Frites     | IDR 71,500 | 383   | IDR 27,384,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 365   | IDR 26,097,500  | 402   | IDR 28,743,000  |
| Tiramisu          | IDR 42,900 | 345   | IDR 14,800,500  | 329   | IDR 14,114,100  | 329   | IDR 14,114,100  | 329   | IDR 14,114,100  | 329   | IDR 14,114,100  | 362   | IDR 15,529,800  |
| Flavored Tea      | IDR 36,300 | 574   | IDR 20,836,200  | 547   | IDR 19,856,100  | 547   | IDR 19,856,100  | 547   | IDR 19,856,100  | 547   | IDR 19,856,100  | 603   | IDR 21,888,900  |
| Cappuccino        | IDR 36,300 | 269   | IDR 9,764,700   | 256   | IDR 9,292,800   | 256   | IDR 9,292,800   | 256   | IDR 9,292,800   | 256   | IDR 9,292,800   | 282   | IDR 10,236,600  |
| Soda              | IDR 16,500 | 192   | IDR 3,168,000   | 183   | IDR 3,019,500   | 183   | IDR 3,019,500   | 183   | IDR 3,019,500   | 183   | IDR 3,019,500   | 202   | IDR 3,333,000   |
| Soba with Tempura | IDR 77,000 | 192   | IDR 14,784,000  | 183   | IDR 14,091,000  | 183   | IDR 14,091,000  | 183   | IDR 14,091,000  | 183   | IDR 14,091,000  | 202   | IDR 15,554,000  |
| TOTAL             |            |       | IDR 156,039,400 |       | IDR 148,703,500 |       | IDR 148,703,500 |       | IDR 148,703,500 |       | IDR 148,703,500 |       | IDR 163,826,300 |

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- penulisan kritik dan tinjauan suatu masalah.



## Lampiran 2 Anggaran Penjualan

| Bulan        | Anggaran Penjualan 2024  | Anggaran Penjualan 2025  | Anggaran Penjualan 2026  | Anggaran Penjualan 2027  | Anggaran Penjualan 2028  |
|--------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Januari      | IDR 111,060,000          | IDR 116,648,000          | IDR 134,737,103          | IDR 141,682,200          | IDR 148,703,500          |
| Februari     | IDR 111,060,000          | IDR 116,708,000          | IDR 134,737,103          | IDR 141,682,200          | IDR 148,703,500          |
| Maret        | IDR 111,060,000          | IDR 116,708,000          | IDR 134,737,103          | IDR 141,682,200          | IDR 148,703,500          |
| April        | IDR 111,060,000          | IDR 116,708,000          | IDR 134,737,103          | IDR 141,682,200          | IDR 148,703,500          |
| Mei          | IDR 111,060,000          | IDR 116,708,000          | IDR 134,737,103          | IDR 141,682,200          | IDR 148,703,500          |
| Juni         | IDR 116,648,000          | IDR 122,576,000          | IDR 141,682,200          | IDR 148,703,500          | IDR 156,039,400          |
| Juli         | IDR 116,648,000          | IDR 122,576,000          | IDR 141,682,200          | IDR 148,703,500          | IDR 156,039,400          |
| Agustus      | IDR 111,060,000          | IDR 116,708,000          | IDR 134,737,103          | IDR 141,682,200          | IDR 148,703,500          |
| September    | IDR 111,060,000          | IDR 116,708,000          | IDR 134,737,103          | IDR 141,682,200          | IDR 148,703,500          |
| Oktober      | IDR 111,060,000          | IDR 116,708,000          | IDR 134,737,103          | IDR 141,682,200          | IDR 148,703,500          |
| November     | IDR 111,060,000          | IDR 116,708,000          | IDR 134,737,103          | IDR 141,682,200          | IDR 148,703,500          |
| Desember     | IDR 122,488,275          | IDR 128,802,000          | IDR 148,703,500          | IDR 156,039,400          | IDR 163,826,300          |
| <b>Total</b> | <b>IDR 1,355,324,275</b> | <b>IDR 1,424,266,000</b> | <b>IDR 1,644,701,823</b> | <b>IDR 1,728,586,200</b> | <b>IDR 1,814,236,600</b> |

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## Lampiran 3 Kebutuhan Bahan Baku

### 1. TAHUN 2024

#### Kebutuhan bahan baku per 1 porsi Classic Burger

| Keterangan         | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Daging sapi giling | 110            |                  | 3661      | 402,683      |                | 403              | 68,000/kg    | IDR 27,382,410        |
| Keju cheddar       |                | 2                |           |              | 7,322          | 610              | 3,800/unit   | IDR 23,184,750        |
| Daun selada        | 8              |                  |           | 29,286       |                | 39               | 30,000/755gr | IDR 1,163,682         |
| Tomat              | 15             |                  |           | 54,911       |                | 366              | 5,000/150gr  | IDR 1,830,375         |
| Pickles            |                | 2                |           |              | 7,322          | 318              | 39,000/23pcs | IDR 12,414,717        |
| Mayonais           | 28.3           |                  |           | 103,599      |                | 104              | 10,000/kg    | IDR 1,035,992         |
| Saus tomat         | 28.3           |                  |           | 103,599      |                | 104              | 16,000/kg    | IDR 1,657,588         |
| Lada dan Garam     | 3.7            |                  |           | 13,545       |                | 14               | 76,000/kg    | IDR 1,029,403         |
| Burger bun         |                | 1                |           |              | 3,661          | 183              | 24,500/20pcs | IDR 4,484,419         |
| Butter             | 14.2           |                  |           | 51,983       |                | 52               | 92,000/kg    | IDR 4,782,404         |
| Onion              |                | 1.2              |           |              | 4,393          | 732              | 15,000/6pcs  | IDR 10,982,250        |
|                    |                |                  |           |              |                |                  |              | <b>IDR 89,947,990</b> |

#### Kebutuhan bahan baku per 1 porsi Pizza Margherita

| Keterangan      | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|-----------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Air             | 111            |                  | 3661      | 406,343      |                | 21.4             | 19,000/galon | IDR 406,343           |
| Tepung          | 189            |                  |           | 691,882      |                | 691.9            | 14,500/kg    | IDR 10,032,285        |
| Yeast           | 7              |                  |           | 25,625       |                | 51.3             | 14,000/500gr | IDR 717,507           |
| Garam           | 3.7            |                  |           | 13,545       |                | 13.5             | 11,000/kg    | IDR 148,993           |
| Gula            | 3.7            |                  |           | 13,545       |                | 13.5             | 10,000/kg    | IDR 135,448           |
| Olive oil       | 6              |                  |           | 21,965       |                | 22.0             | 62,500/kg    | IDR 1,372,781         |
| Tomat           | 89             |                  |           | 325,807      |                | 2,172.0          | 5,000/150gr  | IDR 10,860,225        |
| Basil           |                | 6                |           |              | 21,965         | 87.9             | 18,000/250gr | IDR 1,581,444         |
| Keju mozzarella | 9              |                  |           | 32,947       |                | 131.8            | 31,000/250gr | IDR 4,085,397         |
|                 |                |                  |           |              |                |                  |              | <b>IDR 29,340,423</b> |

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| Kebutuhan bahan baku per 1 porsi Moules Frites |                |                  |           |              |                |                  |              |                       |
|------------------------------------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Keterangan                                     | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
| Kerang ljo                                     | 125            |                  | 3661      | 457,594      |                | 457.59           | 23,000/kg    | IDR 10,524,656        |
| Butter                                         | 5              |                  |           | 18,304       |                | 18.30            | 92,000/kg    | IDR 1,683,945         |
| Onion                                          |                | 1                |           |              | 3,661          | 610.13           | 15,000/6pcs  | IDR 9,151,875         |
| Bawang putih                                   | 6.6            |                  |           | 24,161.0     |                | 24.16            | 28,000/kg    | IDR 676,507           |
| White wine vinegar                             | 70             |                  |           | 256,253      |                | 512.51           | 42,000/500gr | IDR 21,525,210        |
| Lemon                                          |                | 1.2              |           |              | 4,392.9        | 878.58           | 7,500/5pcs   | IDR 6,589,350         |
| Evaporated milk                                | 75             |                  |           | 274,556      |                | 677.92           | 17,000/405gr | IDR 11,524,583        |
| Parsley                                        | 1.5            |                  |           | 5,491.1      |                | 219.65           | 5,200/25gr   | IDR 1,142,154         |
| French fries                                   | 50             |                  |           | 183,038      |                | 183.04           | 30,000/kg    | IDR 5,491,125         |
|                                                |                |                  |           |              |                |                  |              | <b>IDR 68,309,405</b> |
| Kebutuhan bahan baku per 1 porsi Soba          |                |                  |           |              |                |                  |              |                       |
| Keterangan                                     | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
| Dam bawang                                     |                | 1.4              | 1832      |              | 2,564.7        | 320.58           | 5,000/8pcs   | IDR 1,602,913         |
| Dashi                                          | 89             |                  |           | 163,039      |                | 326.08           | 73,000/500gr | IDR 23,803,709        |
| Onion                                          |                | 1.4              |           |              | 2,564.7        | 427.44           | 15,000/6pcs  | IDR 6,411,650         |
| Gula                                           | 3              |                  |           | 5,496        |                | 5.50             | 10,000/kg    | IDR 54,957            |
| Mirin                                          | 30             |                  |           | 54,957       |                | 219.83           | 22,000/250gr | IDR 4,836,216         |
| Air                                            | 2000           |                  |           | 3,663,800    |                | 192.83           | 19,000/galon | IDR 3,663,800         |
| Tahe                                           | 3.3            |                  |           | 6,045        |                | 6.05             | 21,000/kg    | IDR 126,951           |
| Kecap asin                                     | 30             |                  |           | 54,957       |                | 54.96            | 52,000/kg    | IDR 2,857,764         |
| Sesame seeds                                   | 3.3            |                  |           | 6,045        |                | 12.09            | 30,000/500gr | IDR 362,716           |
| Soba noodle                                    | 58             |                  |           | 106,250      |                | 393.52           | 31,000/270gr | IDR 12,199,097        |
|                                                |                |                  |           |              |                |                  |              | <b>IDR 55,919,772</b> |
| Kebutuhan bahan baku per 1 porsi Tempura       |                |                  |           |              |                |                  |              |                       |
| Keterangan                                     | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
| Udang Kupas                                    |                | 5                | 1832      |              | 9,160          | 18.3             | 48,000/500gr | IDR 879,312           |
| Tempura batter mix                             | 100            |                  |           | 183,190      |                | 183.2            | 34,000/kg    | IDR 6,228,460         |
| Air                                            | 240            |                  |           | 439,656      |                | 23               | 19,000/galon | IDR 439,656           |
| Minyak goreng                                  | 32             |                  |           | 58,621       |                | 58.6             | 22,000/kg    | IDR 1,289,658         |
|                                                |                |                  |           |              |                |                  |              | <b>IDR 8,837,086</b>  |

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| Kebutuhan bahan baku per 1 porsi Tiramisu      |                  |                  |              |                    |                |                      |              |                       |
|------------------------------------------------|------------------|------------------|--------------|--------------------|----------------|----------------------|--------------|-----------------------|
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)       | Total Q (unit) | Total (unit, gr)     | Harga (Rp)   | Total P               |
| Vanilla                                        | 5                | 4                | 3295         | 16,473             | 13,179         | 274.56               | 12,000/60gr  | IDR 3,294,675         |
| Telur                                          |                  |                  |              |                    |                | 658.9                | 42,000/20pcs | IDR 27,675,270        |
| Gula                                           | 38               |                  |              | 125,198            |                | 125.2                | 10,000/kg    | IDR 1,251,977         |
| Tepung                                         | 42               |                  |              | 138,376            |                | 138.4                | 14,500/kg    | IDR 2,006,457         |
| Heavy cream                                    | 20               |                  |              | 65,894             |                | 131.8                | 30,000/500gr | IDR 3,953,610         |
| Kopi                                           | 8                |                  |              | 26,357             |                | 52.7                 | 30,000/500gr | IDR 1,581,444         |
| Cocoa powder                                   | 28.3             |                  |              | 93,239             |                | 93.2                 | 21,000/kg    | IDR 1,958,025         |
| Air                                            | 80               |                  |              | 263,574            |                | 13.9                 | 19,000/galon | IDR 263,574           |
| Bubuk kopi                                     | 28.3             |                  |              | 93,239             |                | 93.2                 | 21,000/kg    | IDR 1,958,025         |
|                                                |                  |                  |              |                    |                |                      |              | <b>IDR 43,943,057</b> |
| Kebutuhan bahan baku per 1 porsi Flavoured Tea |                  |                  |              |                    |                |                      |              |                       |
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)       | Total Q (unit) | Total (unit, gr)     | Harga (Rp)   | Total P               |
| Teh sachet                                     |                  | 1                | 5491         |                    | 5,491          | 219.65               | 85,000/25pcs | IDR 18,669,825        |
| Air                                            | 400              |                  |              | 2,196              |                | 0.12                 | 19,000/galon | IDR 2,196             |
|                                                |                  |                  |              |                    |                |                      |              | <b>IDR 18,672,021</b> |
| Kebutuhan bahan baku per 1 cup Cappuccino      |                  |                  |              |                    |                |                      |              |                       |
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)       | Total Q (unit) | Total (unit, gr)     | Harga (Rp)   | Total P               |
| Biji Kopi                                      | 11               |                  | 2563         | 28,188             | 28.19          | 56.38                | 30,000/kg    | IDR 1,691,267         |
| Air                                            | 28               |                  |              | 71,751             |                | 3.78                 | 19,000/galon | IDR 71,751            |
| Susu                                           | 28               |                  |              | 71,751             |                | 71.75                | 18,000/kg    | IDR 1,291,513         |
|                                                |                  |                  |              |                    |                |                      |              | <b>IDR 3,054,530</b>  |
| Kebutuhan bahan baku per 1 kaleng Soda         |                  |                  |              |                    |                |                      |              |                       |
| Keterangan                                     | Kebutuhan (unit) | Penjualan        | Total (unit) | Total Q (unit, gr) | Harga (Rp)     | Total P              |              |                       |
| Cola                                           | 1                | 1832             | 1,832        | 76                 | 110,000/24pcs  | <b>IDR 8,396,208</b> | <b>IDR</b>   | <b>326,420,493</b>    |

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## 2. TAHUN 2025

### Kebutuhan bahan baku per 1 porsi Classic Burger

| Keterangan         | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Daging sapi giling | 110            |                  | 3845      | 422,895      |                | 422.90           | 68,000/kg    | IDR 28,756,860        |
| Keju cheddar       |                | 2                |           |              | 7,689          | 640.75           | 3,800/unit   | IDR 24,348,500        |
| Daun selada        | 8              |                  |           | 30,756       |                | 40.74            | 30,000/755gr | IDR 1,222,093         |
| Tomat              | 15             |                  |           | 57,668       |                | 384.45           | 5,000/150gr  | IDR 1,922,250         |
| Pickles            |                | 2                |           |              | 7,689          | 334.30           | 39,000/23pcs | IDR 13,037,870        |
| Mayonais           | 28.3           |                  |           | 108,799      |                | 108.80           | 10,000/kg    | IDR 1,087,994         |
| Saus tomat         | 28.3           |                  |           | 108,799      |                | 108.80           | 16,000/kg    | IDR 1,740,790         |
| Lada dan Garam     | 3.7            |                  |           | 14,224.7     |                | 14.22            | 76,000/kg    | IDR 1,081,073         |
| Burger bun         |                | 1                |           |              | 3,845          | 192.23           | 24,500/20pcs | IDR 4,709,513         |
| Butter             | 14.2           |                  |           | 54,591.9     |                | 54.59            | 92,000/kg    | IDR 5,022,455         |
| Onion              |                | 1.2              |           |              | 4,613.4        | 768.90           | 15,000/6pcs  | IDR 11,533,500        |
|                    |                |                  |           |              |                |                  |              | <b>IDR 94,462,896</b> |

### Kebutuhan bahan baku per 1 porsi Pizza Margherita

| Keterangan      | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|-----------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Air             | 111            |                  | 3845      | 426,740      |                | 22.46            | 19,000/galon | IDR 426,740           |
| Tepung          | 189            |                  |           | 726,611      |                | 726.61           | 14,500/kg    | IDR 10,535,852        |
| Yeast           | 7              |                  |           | 26,912       |                | 53.82            | 14,000/500gr | IDR 753,522           |
| Garam           | 3.7            |                  |           | 14,224.65    |                | 14.22            | 11,000/kg    | IDR 156,471           |
| Gula            | 3.7            |                  |           | 14,224.65    |                | 14.22            | 10,000/kg    | IDR 142,247           |
| Olive oil       | 6              |                  |           | 23,067       |                | 23.07            | 62,500/kg    | IDR 1,441,688         |
| Tomat           | 89             |                  |           | 342,161      |                | 2,281.07         | 5,000/150gr  | IDR 11,405,350        |
| Basil           |                | 6                |           |              | 23,067         | 92.27            | 18,000/250gr | IDR 1,660,824         |
| Keju mozzarella | 9              |                  |           | 34,601       |                | 138.40           | 31,000/250gr | IDR 4,290,462         |
|                 |                |                  |           |              |                |                  |              | <b>IDR 30,813,155</b> |

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Kebutuhan bahan baku per 1 porsi Moules Frites

| Keterangan         | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Kerang ljo         | 125            |                  | 3845      | 480,563      |                | 480.56           | 23,000/kg    | IDR 11,052,938        |
| Butter             | 5              |                  |           | 19,223       |                | 19.22            | 92,000/kg    | IDR 1,768,470         |
| Onion              |                | 1                |           |              | 3,845          | 640.75           | 15,000/6pcs  | IDR 9,611,250         |
| Bawang putih       | 6.6            |                  |           | 25,373.70    |                | 25.37            | 28,000/kg    | IDR 710,464           |
| White wine vinegar | 70             |                  |           | 269,115      |                | 538.23           | 42,000/500gr | IDR 22,605,660        |
| Lemon              |                | 1.2              |           |              | 4,613.4        | 922.68           | 7,500/5pcs   | IDR 6,920,100         |
| Evaporated milk    | 75             |                  |           | 288,338      |                | 711.94           | 17,000/405gr | IDR 12,103,056        |
| Parsley            | 1.5            |                  |           | 5,767        |                | 230.67           | 5,200/25gr   | IDR 1,199,484         |
| French fries       | 50             |                  |           | 192,225      |                | 192.23           | 30,000/kg    | IDR 5,766,750         |
|                    |                |                  |           |              |                |                  |              | <b>IDR 71,738,171</b> |

Kebutuhan bahan baku per 1 porsi Soba

| Keterangan   | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Dam bawang   |                | 1.4              | 1928      |              | 2,698.92       | 337.37           | 5,000/8pcs   | IDR 1,686,825         |
| Dashi        | 89             |                  |           | 171,574      |                | 343.15           | 73,000/500gr | IDR 25,049,833        |
| Onion        |                | 1.4              |           |              | 2,698.92       | 449.82           | 15,000/6pcs  | IDR 6,747,300         |
| Gula         | 3              |                  |           | 5,783        |                | 5.78             | 10,000/kg    | IDR 57,834            |
| Mirin        | 30             |                  |           | 57,834       |                | 231.34           | 22,000/250gr | IDR 5,089,392         |
| Air          | 2000           |                  |           | 3,855,600    |                | 202.93           | 19,000/galon | IDR 3,855,600         |
| Jahe         | 3.3            |                  |           | 6,362        |                | 6.36             | 21,000/kg    | IDR 133,597           |
| Kecap asin   | 30             |                  |           | 57,834       |                | 57.83            | 52,000/kg    | IDR 3,007,368         |
| Sesame seeds | 3.3            |                  |           | 6,362        |                | 12.72            | 30,000/500gr | IDR 381,704           |
| Soba noodle  | 58             |                  |           | 111,812      |                | 414.12           | 31,000/270gr | IDR 12,837,720        |
|              |                |                  |           |              |                |                  |              | <b>IDR 58,847,173</b> |

Kebutuhan bahan baku per 1 porsi Tempura

| Keterangan         | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P              |
|--------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|----------------------|
| Udang Kupas        |                | 5                | 1928      |              | 9,639          | 19.28            | 48,000/500gr | IDR 925,344          |
| Tempura batter mix | 100            |                  |           | 192,780      |                | 192.78           | 34,000/kg    | IDR 6,554,520        |
| Air                | 240            |                  |           | 462,672      |                | 24.35            | 19,000/galon | IDR 462,672          |
| Minyak goreng      | 32             |                  |           | 61,690       |                | 61.69            | 22,000/kg    | IDR 1,357,171        |
|                    |                |                  |           |              |                |                  |              | <b>IDR 9,299,707</b> |

1. Dilarang mengutip sebagian atau seluruh karya tulis ini tanpa mencantumkan dan menyebutkan sumber:
  - a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
  - b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
2. Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



| Kebutuhan bahan baku per 1 porsi Tiramisu      |                  |                  |              |                   |                |                      |              |                       |
|------------------------------------------------|------------------|------------------|--------------|-------------------|----------------|----------------------|--------------|-----------------------|
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)      | Total Q (unit) | Total (unit, gr)     | Harga (Rp)   | Total P               |
| Vanilla                                        | 5                | 4                | 3460         | 17,299            | 13,839         | 288.32               | 12,000/60gr  | IDR 3,459,850         |
| Telur                                          |                  |                  |              |                   |                | 691.97               | 42,000/20pcs | IDR 29,062,740        |
| Gula                                           | 38               |                  |              | 131,474           |                | 131.47               | 10,000/kg    | IDR 1,314,743         |
| Tepung                                         | 42               |                  |              | 145,314           |                | 145.31               | 14,500/kg    | IDR 2,107,049         |
| Heavy cream                                    | 20               |                  |              | 69,197            |                | 138.39               | 30,000/500gr | IDR 4,151,820         |
| Kopi                                           | 8                |                  |              | 27,679            |                | 55.36                | 30,000/500gr | IDR 1,660,728         |
| Cocoa powder                                   | 28.3             |                  |              | 97,913.76         |                | 97.91                | 21,000/kg    | IDR 2,056,189         |
| Air                                            | 80               |                  |              | 276,788           |                | 14.57                | 19,000/galon | IDR 276,788           |
| Bubuk kopi                                     | 28.3             |                  |              | 97,913.76         |                | 97.91                | 21,000/kg    | IDR 2,056,189         |
|                                                |                  |                  |              |                   |                |                      |              | <b>IDR 46,146,095</b> |
| Kebutuhan bahan baku per 1 porsi Flavoured Tea |                  |                  |              |                   |                |                      |              |                       |
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)      | Total Q (unit) | Total (unit, gr)     | Harga (Rp)   | Total P               |
| Teh sachet                                     |                  | 1                | 5766         |                   | 5,766          | 230.63               | 85,000/25pcs | IDR 19,603,550        |
| Air                                            | 400              |                  |              | 2,306,300         |                | 121.38               | 19,000/galon | IDR 2,306,300         |
|                                                |                  |                  |              |                   |                |                      |              | <b>IDR 21,909,850</b> |
| Kebutuhan bahan baku per 1 cup Cappuccino      |                  |                  |              |                   |                |                      |              |                       |
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)      | Total Q (unit) | Total (unit, gr)     | Harga (Rp)   | Total P               |
| Biji Kopi                                      | 11               |                  | 2692         | 29,607            |                | 59.21                | 30,000/500gr | IDR 1,776,423         |
| Air                                            | 28               |                  |              | 75,363            |                | 3.97                 | 19,000/galon | IDR 75,363            |
| Susu                                           | 28               |                  |              | 75,363            |                | 75.36                | 18,000/kg    | IDR 1,356,541         |
|                                                |                  |                  |              |                   |                |                      |              | <b>IDR 3,208,328</b>  |
| Kebutuhan bahan baku per 1 kaleng Soda         |                  |                  |              |                   |                |                      |              |                       |
| Keterangan                                     | Kebutuhan (unit) | Penjualan        | Total (unit) | Total Q (unit,gr) | Harga (Rp)     | Total P              |              |                       |
| Gula                                           | 1                | 1928             | 1927.8       | 80.33             | 110,000/24pcs  | <b>IDR 8,835,750</b> | <b>IDR</b>   | <b>342,052,797</b>    |

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  - Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
  - Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
- Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



### 3. TAHUN 2026

| Kebutuhan bahan baku per 1 porsi Classic Burger   |                |                  |           |              |                |                  |              |                        |
|---------------------------------------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|------------------------|
| Keterangan                                        | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P                |
| Daging sapi giling                                | 110            |                  | 4038      | 444,153      |                | 444.15           | 74,800/kg    | IDR 33,222,607         |
| Keju cheddar                                      |                | 2                |           |              | 8,076          | 672.96           | 41,800/unit  | IDR 28,129,658         |
| Daun selada                                       | 8              |                  |           | 32,302       |                | 42.78            | 33,000/755gr | IDR 1,411,875          |
| Tomat                                             | 15             |                  |           | 60,566       |                | 403.78           | 5,500/150gr  | IDR 2,220,763          |
| Pickles                                           |                | 2                |           |              | 8,076          | 351.11           | 42,900/23pcs | IDR 15,062,563         |
| Mayonais                                          | 28.3           |                  |           | 114,268      |                | 114.27           | 11,000/kg    | IDR 1,256,952          |
| Saus tomat                                        | 28.3           |                  |           | 114,268      |                | 114.27           | 17,600/kg    | IDR 2,011,123          |
| Lada dan Garam                                    | 3.7            |                  |           | 14,939.7     |                | 14.94            | 83,600/kg    | IDR 1,248,957          |
| Burger bun                                        |                | 1                |           |              | 4,038          | 201.89           | 26,950/20pcs | IDR 5,440,868          |
| Butter                                            | 14.2           |                  |           | 57,336.1     |                | 57.34            | 101,200/kg   | IDR 5,802,408          |
| Onion                                             |                | 1.2              |           |              | 4,845.3        | 807.55           | 16,500/6pcs  | IDR 13,324,575         |
|                                                   |                |                  |           |              |                |                  |              | <b>IDR 109,132,349</b> |
| Kebutuhan bahan baku per 1 porsi Pizza Margherita |                |                  |           |              |                |                  |              |                        |
| Keterangan                                        | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P                |
| Air                                               | 111            |                  | 4038      | 448,190      |                | 23.59            | 20,900/galon | IDR 493,009            |
| Tepung                                            | 189            |                  |           | 763,135      |                | 763.13           | 15,950/kg    | IDR 12,171,999         |
| Yeast                                             | 7              |                  |           | 28,264       |                | 56.53            | 15,400/500gr | IDR 870,539            |
| Garam                                             | 3.7            |                  |           | 14,939.7     |                | 14.94            | 12,100/kg    | IDR 180,770            |
| Gula                                              | 3.7            |                  |           | 14,939.7     |                | 14.94            | 11,000/kg    | IDR 164,336            |
| Olive oil                                         | 6              |                  |           | 24,227       |                | 24.23            | 68,750/kg    | IDR 1,665,572          |
| Tomat                                             | 89             |                  |           | 359,360      |                | 2,395.73         | 5,500/150gr  | IDR 13,176,524         |
| Basil                                             |                | 6                |           |              | 24,227         | 96.9             | 19,800/250gr | IDR 1,918,739          |
| Keju mozzarella                                   | 9              |                  |           | 36,340       |                | 145.36           | 34,100/250gr | IDR 4,956,742          |
|                                                   |                |                  |           |              |                |                  |              | <b>IDR 35,598,231</b>  |

1. Dilarang mengutip sebagian atau seluruh karya tulis ini tanpa mencantumkan dan menyebutkan sumber:
  - a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
  - b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
2. Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



Kebutuhan bahan baku per 1 porsi Moules Frites

| Keterangan         | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Kerang ljo         | 125            |                  | 4038      | 504,719      |                | 505              | 25,300/kg    | IDR 12,769,384        |
| Butter             | 5              |                  |           | 20,189       |                | 20.19            | 101,200/kg   | IDR 2,043,102         |
| Onion              |                | 1                |           |              | 4,038          | 672.96           | 16,500/6pcs  | IDR 11,103,813        |
| Bawang putih       | 6.6            |                  |           | 26,649       |                | 26.65            | 30,800/kg    | IDR 820,794           |
| White wine vinegar | 70             |                  |           | 282,643      |                | 565.29           | 46,200/500gr | IDR 26,116,167        |
| Lemon              |                | 1.2              |           |              | 4,845.3        | 969.06           | 8,250/5pcs   | IDR 7,994,745         |
| Evaporated milk    | 75             |                  |           | 302,831      |                | 747.73           | 18,700/405gr | IDR 13,982,579        |
| Parsley            | 1.5            |                  |           | 6,057        |                | 242.27           | 5,720/25gr   | IDR 1,385,756         |
| French fries       | 50             |                  |           | 201,888      |                | 201.9            | 33,000/kg    | IDR 6,662,288         |
|                    |                |                  |           |              |                |                  |              | <b>IDR 82,878,626</b> |

Kebutuhan bahan baku per 1 porsi Soba

| Keterangan   | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Dam bawang   |                | 1.4              | 2024      |              | 2,834          | 354.22           | 5,500/8pcs   | IDR 1,948,196         |
| Dashi        | 89             |                  |           | 180,145      |                | 360.29           | 80,300/500gr | IDR 28,931,271        |
| Onion        |                | 1.4              |           |              | 2,834          | 472.29           | 16,500/6pcs  | IDR 7,792,785         |
| Gula         | 3              |                  |           | 6,072        |                | 6.07             | 11,000/kg    | IDR 66,795            |
| Mirin        | 30             |                  |           | 60,723       |                | 242.89           | 24,200/250gr | IDR 5,877,986         |
| Air          | 2000           |                  |           | 4,048,200    |                | 213.06           | 20,900/galon | IDR 4,453,020         |
| Lahé         | 3.3            |                  |           | 6,680        |                | 6.68             | 23,100/kg    | IDR 154,297           |
| Kecap asin   | 30             |                  |           | 60,723       |                | 60.72            | 57,200/kg    | IDR 3,473,356         |
| Sesame seeds | 3.3            |                  |           | 6,680        |                | 13.36            | 33,000/500gr | IDR 440,849           |
| Soba noodle  | 58             |                  |           | 117,398      |                | 434.81           | 34,100/270gr | IDR 14,826,907        |
|              |                |                  |           |              |                |                  |              | <b>IDR 67,965,463</b> |

Kebutuhan bahan baku per 1 porsi Tempura

| Keterangan         | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Udang Kupas        |                | 5                | 2024      |              | 10,121         | 20.24            | 52,800/500gr | IDR 1,068,725         |
| Tempura batter mix | 100            |                  |           | 202,410      |                | 202.41           | 37,400/kg    | IDR 7,570,134         |
| Air                | 240            |                  |           | 485,784      |                | 25.57            | 20,900/galon | IDR 534,362           |
| Minyak goreng      | 32             |                  |           | 64,771       |                | 64.77            | 24,200/kg    | IDR 1,567,463         |
|                    |                |                  |           |              |                |                  |              | <b>IDR 10,740,684</b> |

1. Dilarang mengutip sebagian atau seluruh karya tulis ini tanpa mencantumkan dan menyebutkan sumber:
  - a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
  - b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
2. Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



| Kebutuhan bahan baku per 1 porsi Tiramisu      |                  |                  |              |                   |                |                       |              |                       |
|------------------------------------------------|------------------|------------------|--------------|-------------------|----------------|-----------------------|--------------|-----------------------|
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)      | Total Q (unit) | Total (unit, gr)      | Harga (Rp)   | Total P               |
| Vanilla                                        | 5                | 4                | 3634         | 18,170            | 14,536         | 303                   | 13,200/60gr  | IDR 3,997,483         |
| Telur                                          |                  |                  |              |                   |                | 727                   | 46,200/20pcs | IDR 33,578,853        |
| Gula                                           | 38               |                  |              | 138,095           |                | 138                   | 11,000/kg    | IDR 1,519,043         |
| Tepung                                         | 42               |                  |              | 152,631           |                | 153                   | 15,950/kg    | IDR 2,434,467         |
| Heavy cream                                    | 20               |                  |              | 72,682            |                | 145                   | 33,000/500gr | IDR 4,796,979         |
| Kopi                                           | 8                |                  |              | 29,073            |                | 58                    | 33,000/500gr | IDR 1,918,792         |
| Cocoa powder                                   | 28.3             |                  |              | 102,844           |                | 103                   | 23,100/kg    | IDR 2,375,704         |
| Air                                            | 80               |                  |              | 290,726           |                | 15                    | 20,900/galon | IDR 319,799           |
| Bubuk kopi                                     | 28.3             |                  |              | 102,844           |                | 103                   | 23,100/kg    | IDR 2,375,704         |
|                                                |                  |                  |              |                   |                |                       |              | <b>IDR 53,316,823</b> |
| Kebutuhan bahan baku per 1 porsi Flavoured Tea |                  |                  |              |                   |                |                       |              |                       |
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)      | Total Q (unit) | Total (unit, gr)      | Harga (Rp)   | Total P               |
| Teh sachet                                     |                  | 1                | 6054         |                   | 6,054          | 242.17                | 93,500/25pcs | IDR 22,642,428        |
| Air                                            | 400              |                  |              | 2,421,650         |                | 127.46                | 20,900/galon | IDR 2,663,815         |
|                                                |                  |                  |              |                   |                |                       |              | <b>IDR 25,306,243</b> |
| Kebutuhan bahan baku per 1 cup Cappuccino      |                  |                  |              |                   |                |                       |              |                       |
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)      | Total Q (unit) | Total (unit, gr)      | Harga (Rp)   | Total P               |
| Biji Kopi                                      | 11               |                  | 2828         | 31,105            |                | 62.21                 | 33,000/500gr | IDR 2,052,928         |
| Air                                            | 28               |                  |              | 79,176            |                | 4.17                  | 20,900/galon | IDR 87,094            |
| Susu                                           | 28               |                  |              | 79,176            |                | 79.18                 | 19,800/kg    | IDR 1,567,691         |
|                                                |                  |                  |              |                   |                |                       |              | <b>IDR 3,707,713</b>  |
| Kebutuhan bahan baku per 1 kaleng Soda         |                  |                  |              |                   |                |                       |              |                       |
| Keterangan                                     | Kebutuhan (unit) | Penjualan        | Total (unit) | Total Q (unit,gr) | Harga (Rp)     | Total P               |              |                       |
| Cola                                           | 1                | 2024             | 2024.1       | 84                | 121,000/24pcs  | <b>IDR 10,204,838</b> | <b>IDR</b>   | <b>398,850,968</b>    |

1. Dilarang mengutip sebagian atau seluruh karya tulis ini tanpa mencantumkan dan menyebutkan sumber:  
a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.  
b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
2. Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



#### 4. TAHUN 2027

| Kebutuhan bahan baku per 1 porsi Classic Burger   |                |                  |           |              |                |                  |              |                        |
|---------------------------------------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|------------------------|
| Keterangan                                        | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P                |
| Daging sapi giling                                | 110            |                  | 4245      | 466,950      |                | 466.95           | 74,800/kg    | IDR 34,927,860         |
| Keju cheddar                                      |                | 2                |           |              | 8,490          | 707.50           | 41,800/unit  | IDR 29,573,500         |
| Daun selada                                       | 8              |                  |           | 33,960       |                | 44.98            | 33,000/755gr | IDR 1,484,344          |
| Tomat                                             | 15             |                  |           | 63,675       |                | 424.50           | 5,500/150gr  | IDR 2,334,750          |
| Pickles                                           |                | 2                |           |              | 8,490          | 369.13           | 42,900/23pcs | IDR 15,835,696         |
| Mayonais                                          | 28.3           |                  |           | 120,133.50   |                | 120.13           | 11,000/kg    | IDR 1,321,469          |
| Saus tomat                                        | 28.3           |                  |           | 120,133.50   |                | 120.13           | 17,600/kg    | IDR 2,114,350          |
| Lada dan Garam                                    | 3.7            |                  |           | 15,706.50    |                | 15.71            | 83,600/kg    | IDR 1,313,063          |
| Burger bun                                        |                | 1                |           |              | 4,245          | 212.25           | 26,950/20pcs | IDR 5,720,138          |
| Butter                                            | 14.2           |                  |           | 60,279.00    |                | 60.28            | 101,200/kg   | IDR 6,100,235          |
| Onion                                             |                | 1.2              |           |              | 5,094.00       | 849.00           | 16,500/6pcs  | IDR 14,008,500         |
|                                                   |                |                  |           |              |                |                  |              | <b>IDR 114,733,904</b> |
| Kebutuhan bahan baku per 1 porsi Pizza Margherita |                |                  |           |              |                |                  |              |                        |
| Keterangan                                        | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P                |
| Air                                               | 111            |                  | 4245      | 471,195      |                | 24.80            | 20,900/galon | IDR 518,315            |
| Tepung                                            | 189            |                  |           | 802,305      |                | 802.31           | 15,950/kg    | IDR 12,796,765         |
| Yeast                                             | 7              |                  |           | 29,715       |                | 59.43            | 15,400/500gr | IDR 915,222            |
| Garam                                             | 3.7            |                  |           | 15,706.50    |                | 15.71            | 12,100/kg    | IDR 190,049            |
| Gula                                              | 3.7            |                  |           | 15,706.50    |                | 15.71            | 11,000/kg    | IDR 172,772            |
| Olive oil                                         | 6              |                  |           | 25,470       |                | 25.47            | 68,750/kg    | IDR 1,751,063          |
| Tomat                                             | 89             |                  |           | 377,805      |                | 2,518.70         | 5,500/150gr  | IDR 13,852,850         |
| Basil                                             |                | 6                |           |              | 25,470         | 101.88           | 19,800/250gr | IDR 2,017,224          |
| Keju mozzarella                                   | 9              |                  |           | 38,205       |                | 152.82           | 34,100/250gr | IDR 5,211,162          |
|                                                   |                |                  |           |              |                |                  |              | <b>IDR 37,425,420</b>  |

1. Dilarang mengutip sebagian atau seluruh karya tulis ini tanpa mencantumkan dan menyebutkan sumber:
  - a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
  - b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
2. Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



Kebutuhan bahan baku per 1 porsi Moules Frites

| Keterangan         | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Kerang ljo         | 125            |                  | 4245      | 530,625      |                | 530.63           | 25,300/kg    | IDR 13,424,813        |
| Butter             | 5              |                  |           | 21,225       |                | 21.23            | 101,200/kg   | IDR 2,147,970         |
| Onion              |                | 1                |           |              | 4,245          | 707.50           | 16,500/6pcs  | IDR 11,673,750        |
| Bawang putih       | 6.6            |                  |           | 28,017.00    |                | 28.02            | 30,800/kg    | IDR 862,924           |
| White wine vinegar | 70             |                  |           | 297,150      |                | 594.30           | 46,200/500gr | IDR 27,456,660        |
| Lemon              |                | 1.2              |           |              | 5,094.00       | 1,018.80         | 8,250/5pcs   | IDR 8,405,100         |
| Evaporated milk    | 75             |                  |           | 318,375      |                | 786.11           | 18,700/405gr | IDR 14,700,278        |
| Parsley            | 1.5            |                  |           | 6,368        |                | 254.70           | 5,720/25gr   | IDR 1,456,884         |
| French fries       | 50             |                  |           | 212,250      |                | 212.25           | 33,000/kg    | IDR 7,004,250         |
|                    |                |                  |           |              |                |                  |              | <b>IDR 87,132,628</b> |

Kebutuhan bahan baku per 1 porsi Soba

| Keterangan   | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Dam bawang   |                | 1.4              | 2124      |              | 2,973.60       | 371.70           | 5,500/8pcs   | IDR 2,044,350         |
| Dashi        | 89             |                  |           | 189,036      |                | 378.07           | 80,300/500gr | IDR 30,359,182        |
| Onion        |                | 1.4              |           |              | 2,973.60       | 495.60           | 16,500/6pcs  | IDR 8,177,400         |
| Gula         | 3              |                  |           | 6,372        |                | 6.37             | 11,000/kg    | IDR 70,092            |
| Mirin        | 30             |                  |           | 63,720       |                | 254.88           | 24,200/250gr | IDR 6,168,096         |
| Air          | 2000           |                  |           | 4,248,000    |                | 223.58           | 20,900/galon | IDR 4,672,800         |
| Tahe         | 3.3            |                  |           | 7,009.20     |                | 7.01             | 23,100/kg    | IDR 161,913           |
| Kecap asin   | 30             |                  |           | 63,720       |                | 63.72            | 57,200/kg    | IDR 3,644,784         |
| Sesame seeds | 3.3            |                  |           | 7,009.20     |                | 14.02            | 33,000/500gr | IDR 462,607           |
| Soba noodle  | 58             |                  |           | 123,192      |                | 456.27           | 34,100/270gr | IDR 15,558,693        |
|              |                |                  |           |              |                |                  |              | <b>IDR 71,319,917</b> |

Kebutuhan bahan baku per 1 porsi Tempura

| Keterangan         | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Udang Kupas        |                | 5                | 2124      |              | 10,620         | 21.24            | 52,800/500gr | IDR 1,121,472         |
| Tempura batter mix | 100            |                  |           | 212,400      |                | 212.40           | 37,400/kg    | IDR 7,943,760         |
| Air                | 240            |                  |           | 509,760      |                | 26.83            | 20,900/galon | IDR 560,736           |
| Minyak goreng      | 32             |                  |           | 67,968       |                | 67.97            | 24,200/kg    | IDR 1,644,826         |
|                    |                |                  |           |              |                |                  |              | <b>IDR 11,270,794</b> |

1. Dilarang mengutip sebagian atau seluruh karya tulis ini tanpa mencantumkan dan menyebutkan sumber:
  - a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
  - b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
2. Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



**Kebutuhan bahan baku per 1 porsi Tiramisu**

| Keterangan   | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|--------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Vanilla      | 5              | 4                | 3820      | 19,100       |                | 318.33           | 13,200/60gr  | IDR 4,202,000         |
| Telur        |                |                  |           |              | 15,280         | 764.00           | 46,200/20pcs | IDR 35,296,800        |
| Gula         | 38             |                  |           | 145,160      |                | 145.16           | 11,000/kg    | IDR 1,596,760         |
| Tepung       | 42             |                  |           | 160,440      |                | 160.44           | 15,950/kg    | IDR 2,559,018         |
| Heavy cream  | 20             |                  |           | 76,400       |                | 152.80           | 33,000/500gr | IDR 5,042,400         |
| Kopi         | 8              |                  |           | 30,560       |                | 61.12            | 33,000/500gr | IDR 2,016,960         |
| Cocoa powder | 28.3           |                  |           | 108,106.00   |                | 108.11           | 23,100/kg    | IDR 2,497,249         |
| Air          | 80             |                  |           | 305,600      |                | 16.08            | 20,900/galon | IDR 336,160           |
| Bubuk kopi   | 28.3           |                  |           | 108,106.00   |                | 108.11           | 23,100/kg    | IDR 2,497,249         |
|              |                |                  |           |              |                |                  |              | <b>IDR 56,044,595</b> |

**Kebutuhan bahan baku per 1 porsi Flavoured Tea**

| Keterangan | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
|------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Teh sachet |                | 1                | 6357      |              | 6,357          | 254.28           | 93,500/25pcs | IDR 23,775,180        |
| Air        | 400            |                  |           | 2,542,800    |                | 133.83           | 20,900/galon | IDR 2,797,080         |
|            |                |                  |           |              |                |                  |              | <b>IDR 26,572,260</b> |

**Kebutuhan bahan baku per 1 cup Cappuccino**

| Keterangan | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P              |
|------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|----------------------|
| Biji Kopi  | 11             |                  | 2977      | 32,747       |                | 65.49            | 33,000/500gr | IDR 2,161,302        |
| Air        | 28             |                  |           | 83,356       |                | 4.39             | 20,900/galon | IDR 91,692           |
| Susu       | 28             |                  |           | 83,356       |                | 83.36            | 19,800/kg    | IDR 1,650,449        |
|            |                |                  |           |              |                |                  |              | <b>IDR 3,903,442</b> |

**Kebutuhan bahan baku per 1 kaleng Soda**

| Keterangan | Kebutuhan (unit) | Penjualan | Total (unit) | Total Q (unit, gr) | Harga (Rp)    | Total P               | IDR | 419,111,459 |
|------------|------------------|-----------|--------------|--------------------|---------------|-----------------------|-----|-------------|
| Gula       | 1                | 2124      | 2124         | 89                 | 121,000/24pcs | <b>IDR 10,708,500</b> |     |             |

- Dilarang mengutip sebagian atau seluruh karya tulis ini tanpa mencantumkan dan menyebutkan sumber:
  - Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
  - Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
- Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



## 5. TAHUN 2028

| Kebutuhan bahan baku per 1 porsi Classic Burger   |                |                  |           |              |                |                  |              |                        |
|---------------------------------------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|------------------------|
| Keterangan                                        | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P                |
| Daging sapi giling                                | 110            |                  | 4453      | 489,830      |                | 489.83           | 74,800/kg    | IDR 36,639,284         |
| Keju cheddar                                      |                | 2                |           |              | 8,906          | 742.17           | 41,800/unit  | IDR 31,022,567         |
| Daun selada                                       | 8              |                  |           | 35,624       |                | 47.18            | 33,000/755gr | IDR 1,557,075          |
| Tomat                                             | 15             |                  |           | 66,795       |                | 445.30           | 5,500/150gr  | IDR 2,449,150          |
| Pickles                                           |                | 2                |           |              | 8,906          | 387.22           | 42,900/23pcs | IDR 16,611,626         |
| Mayonais                                          | 28.3           |                  |           | 126,019.90   |                | 126.02           | 11,000/kg    | IDR 1,386,219          |
| Saus tomat                                        | 28.3           |                  |           | 126,019.90   |                | 126.02           | 17,600/kg    | IDR 2,217,950          |
| Lada dan Garam                                    | 3.7            |                  |           | 16,476.10    |                | 16.48            | 83,600/kg    | IDR 1,377,402          |
| Burger bun                                        |                | 1                |           |              | 4,453          | 222.65           | 26,950/20pcs | IDR 6,000,418          |
| Butter                                            | 14.2           |                  |           | 63,232.60    |                | 63.23            | 101,200/kg   | IDR 6,399,139          |
| Onion                                             |                | 1.2              |           |              | 5,343.60       | 890.60           | 16,500/6pcs  | IDR 14,694,900         |
|                                                   |                |                  |           |              |                |                  |              | <b>IDR 120,355,730</b> |
| Kebutuhan bahan baku per 1 porsi Pizza Margherita |                |                  |           |              |                |                  |              |                        |
| Keterangan                                        | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P                |
| Air                                               | 111            |                  | 4453      | 494,283      |                | 26.01            | 20,900/galon | IDR 543,711            |
| Tepung                                            | 189            |                  |           | 841,617      |                | 841.62           | 15,950/kg    | IDR 13,423,791         |
| Yeast                                             | 7              |                  |           | 31,171       |                | 62.34            | 15,400/500gr | IDR 960,067            |
| Garam                                             | 3.7            |                  |           | 16,476.10    |                | 16.48            | 12,100/kg    | IDR 199,361            |
| Gula                                              | 3.7            |                  |           | 16,476.10    |                | 16.48            | 11,000/kg    | IDR 181,237            |
| Olive oil                                         | 6              |                  |           | 26,718       |                | 26.72            | 68,750/kg    | IDR 1,836,863          |
| Tomat                                             | 89             |                  |           | 396,317      |                | 2,642.11         | 5,500/150gr  | IDR 14,531,623         |
| Basil                                             |                | 6                |           |              | 26,718         | 106.87           | 19,800/250gr | IDR 2,116,066          |
| Keju mozzarella                                   | 9              |                  |           | 40,077       |                | 160.31           | 34,100/250gr | IDR 5,466,503          |
|                                                   |                |                  |           |              |                |                  |              | <b>IDR 39,259,221</b>  |

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  - a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
  - b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
2. Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



| Kebutuhan bahan baku per 1 porsi Moules Frites |                |                  |           |              |                |                  |              |                       |
|------------------------------------------------|----------------|------------------|-----------|--------------|----------------|------------------|--------------|-----------------------|
| Keterangan                                     | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
| Kerang ljo                                     | 125            |                  | 4453      | 556,625      |                | 556.63           | 25,300/kg    | IDR 14,082,613        |
| Butter                                         | 5              |                  |           | 22,265       |                | 22.27            | 101,200/kg   | IDR 2,253,218         |
| Onion                                          |                | 1                |           |              | 4,453          | 742.17           | 16,500/6pcs  | IDR 12,245,750        |
| Bawang putih                                   | 6.6            |                  |           | 29,389.80    |                | 29.39            | 30,800/kg    | IDR 905,206           |
| White wine vinegar                             | 70             |                  |           | 311,710      |                | 623.42           | 46,200/500gr | IDR 28,802,004        |
| Lemon                                          |                | 1.2              |           |              | 5,343.60       | 1,068.72         | 8,250/5pcs   | IDR 8,816,940         |
| Evaporated milk                                | 75             |                  |           | 333,975      |                | 824.63           | 18,700/405gr | IDR 15,420,574        |
| Parsley                                        | 1.5            |                  |           | 6,680        |                | 267.18           | 5,720/25gr   | IDR 1,528,270         |
| French fries                                   | 50             |                  |           | 222,650      |                | 222.65           | 33,000/kg    | IDR 7,347,450         |
|                                                |                |                  |           |              |                |                  |              | <b>IDR 91,402,024</b> |
| Kebutuhan bahan baku per 1 porsi Soba          |                |                  |           |              |                |                  |              |                       |
| Keterangan                                     | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
| Dam bawang                                     |                | 1.4              | 2233      |              | 3,126.20       | 390.78           | 5,500/8pcs   | IDR 2,149,263         |
| Dashi                                          | 89             |                  |           | 198,737      |                | 397.47           | 80,300/500gr | IDR 31,917,162        |
| Onion                                          |                | 1.4              |           |              | 3,126.20       | 521.03           | 16,500/6pcs  | IDR 8,597,050         |
| Gula                                           | 3              |                  |           | 6,699        |                | 6.70             | 11,000/kg    | IDR 73,689            |
| Mirin                                          | 30             |                  |           | 66,990       |                | 267.96           | 24,200/250gr | IDR 6,484,632         |
| Air                                            | 2000           |                  |           | 4,466,000    |                | 235.05           | 20,900/galon | IDR 4,912,600         |
| Lahé                                           | 3.3            |                  |           | 7,368.9      |                | 7.37             | 23,100/kg    | IDR 170,222           |
| Kecap asin                                     | 30             |                  |           | 66,990       |                | 66.99            | 57,200/kg    | IDR 3,831,828         |
| Sesame seeds                                   | 3.3            |                  |           | 7,369        |                | 14.74            | 33,000/500gr | IDR 486,347           |
| Soba noodle                                    | 58             |                  |           | 129,514      |                | 479.68           | 34,100/270gr | IDR 16,357,139        |
|                                                |                |                  |           |              |                |                  |              | <b>IDR 74,979,931</b> |
| Kebutuhan bahan baku per 1 porsi Tempura       |                |                  |           |              |                |                  |              |                       |
| Keterangan                                     | Kebutuhan (gr) | Kebutuhan (unit) | Penjualan | Total Q (gr) | Total Q (unit) | Total (unit, gr) | Harga (Rp)   | Total P               |
| Udang Kupas                                    |                | 5                | 2233      |              | 11,165         | 22.33            | 52,800/500gr | IDR 1,179,024         |
| Tempura batter mix                             | 100            |                  |           | 223,300      |                | 223.30           | 37,400/kg    | IDR 8,351,420         |
| Air                                            | 240            |                  |           | 535,920      |                | 28.21            | 20,900/galon | IDR 589,512           |
| Minyak goreng                                  | 32             |                  |           | 71,456       |                | 71.46            | 24,200/kg    | IDR 1,729,235         |
|                                                |                |                  |           |              |                |                  |              | <b>IDR 11,849,191</b> |

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  - a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
  - b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
2. Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



| Kebutuhan bahan baku per 1 porsi Tiramisu      |                  |                  |              |                    |                |                       |              |                       |
|------------------------------------------------|------------------|------------------|--------------|--------------------|----------------|-----------------------|--------------|-----------------------|
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)       | Total Q (unit) | Total (unit, gr)      | Harga (Rp)   | Total P               |
| Vanilla                                        | 5                | 4                | 4013         | 20,065             |                | 334.42                | 13,200/60gr  | IDR 4,414,300         |
| Telur                                          |                  |                  |              |                    | 16,052         | 802.60                | 46,200/20pcs | IDR 37,080,120        |
| Gula                                           | 38               |                  |              | 152,494            |                | 152.49                | 11,000/kg    | IDR 1,677,434         |
| Tepung                                         | 42               |                  |              | 168,546            |                | 168.55                | 15,950/kg    | IDR 2,688,309         |
| Heavy cream                                    | 20               |                  |              | 80,260             |                | 160.52                | 33,000/500gr | IDR 5,297,160         |
| Kopi                                           | 8                |                  |              | 32,104             |                | 64.21                 | 33,000/500gr | IDR 2,118,864         |
| Cocoa powder                                   | 28.3             |                  |              | 113,567.90         |                | 113.57                | 23,100/kg    | IDR 2,623,418         |
| Air                                            | 80               |                  |              | 321,040            |                | 16.90                 | 20,900/galon | IDR 353,144           |
| Bubuk kopi                                     | 28.3             |                  |              | 113,567.90         |                | 113.57                | 23,100/kg    | IDR 2,623,418         |
|                                                |                  |                  |              |                    |                |                       |              | <b>IDR 58,876,168</b> |
| Kebutuhan bahan baku per 1 porsi Flavoured Tea |                  |                  |              |                    |                |                       |              |                       |
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)       | Total Q (unit) | Total (unit, gr)      | Harga (Rp)   | Total P               |
| Teh sachet                                     |                  | 1                | 6674         |                    | 6,674          | 266.96                | 93,500/25pcs | IDR 24,960,760        |
| Air                                            | 400              |                  |              | 2,669,600          |                | 140.51                | 20,900/galon | IDR 2,936,560         |
|                                                |                  |                  |              |                    |                |                       |              | <b>IDR 27,897,320</b> |
| Kebutuhan bahan baku per 1 cup Cappuccino      |                  |                  |              |                    |                |                       |              |                       |
| Keterangan                                     | Kebutuhan (gr)   | Kebutuhan (unit) | Penjualan    | Total Q (gr)       | Total Q (unit) | Total (unit, gr)      | Harga (Rp)   | Total P               |
| Biji Kopi                                      | 11               |                  | 3124         | 34,364             |                | 68.73                 | 33,000/500gr | IDR 2,268,024         |
| Air                                            | 28               |                  |              | 87,472             |                | 4.60                  | 20,900/galon | IDR 96,219            |
| Susu                                           | 28               |                  |              | 87,472             |                | 87.47                 | 19,800/kg    | IDR 1,731,946         |
|                                                |                  |                  |              |                    |                |                       |              | <b>IDR 4,096,189</b>  |
| Kebutuhan bahan baku per 1 kaleng Soda         |                  |                  |              |                    |                |                       |              |                       |
| Keterangan                                     | Kebutuhan (unit) | Penjualan        | Total (unit) | Total Q (unit, gr) | Harga (Rp)     | Total P               |              |                       |
| Cola                                           | 1                | 2233             | 2233         | 93                 | 121,000/24pcs  | <b>IDR 11,258,042</b> | <b>IDR</b>   | <b>439,973,816</b>    |

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- b. Pengutipan tidak merugikan kepentingan yang wajar IBIKKG.
2. Dilarang mengumpulkan dan memperbanyak sebagian atau seluruh karya tulis ini dalam bentuk apapun tanpa izin IBIKKG.



| No | Keterangan                 | Unit | P          | Total P        | Unit | Total P        | Unit | Total P        | Unit | Total P        | Unit | Total P        |
|----|----------------------------|------|------------|----------------|------|----------------|------|----------------|------|----------------|------|----------------|
| 1  | Custom paper bag (100)     | 43   | IDR 90,000 | IDR 3,870,000  | 45   | IDR 4,050,000  | 47   | IDR 4,230,000  | 50   | IDR 4,500,000  | 52   | IDR 4,680,000  |
| 2  | Wooden cutlery spork (100) | 43   | IDR 50,000 | IDR 2,150,000  | 45   | IDR 2,250,000  | 47   | IDR 2,350,000  | 50   | IDR 2,500,000  | 52   | IDR 2,600,000  |
| 3  | Pizza box (100)            | 12   | IDR 80,000 | IDR 960,000    | 12   | IDR 960,000    | 13   | IDR 1,040,000  | 13   | IDR 1,040,000  | 13   | IDR 1,040,000  |
| 4  | Paper food box (200)       | 21   | IDR 50,000 | IDR 1,050,000  | 24   | IDR 1,200,000  | 24   | IDR 1,200,000  | 26   | IDR 1,300,000  | 28   | IDR 1,400,000  |
| 5  | Custom paper bowl (200)    | 9    | IDR 75,000 | IDR 675,000    | 9    | IDR 675,000    | 9    | IDR 675,000    | 10   | IDR 750,000    | 11   | IDR 825,000    |
| 6  | Paper glass cup (100)      | 26   | IDR 82,000 | IDR 2,132,000  | 28   | IDR 2,296,000  | 28   | IDR 2,296,000  | 30   | IDR 2,460,000  | 31   | IDR 2,542,000  |
| 7  | Tissue (200)               | 375  | IDR 10,000 | IDR 3,750,000  | 395  | IDR 3,950,000  | 414  | IDR 4,140,000  | 436  | IDR 4,360,000  | 458  | IDR 4,580,000  |
|    | Total                      |      |            | IDR 10,837,000 |      | IDR 11,431,000 |      | IDR 11,791,000 |      | IDR 12,550,000 |      | IDR 13,087,000 |
|    | Tahun                      |      |            | 2024           |      | 2025           |      | 2026           |      | 2027           |      | 2028           |

(Ins)

| Tahun | Total P (Rp)  |
|-------|---------------|
| 2024  | IDR 903,083   |
| 2025  | IDR 952,583   |
| 2026  | IDR 982,583   |
| 2027  | IDR 1,045,833 |
| 2028  | IDR 1,090,583 |

**Institut Bisnis**



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**Institut Bisnis**

**1. TAHUN 2024**

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| Menu       |  | Penjualan | Dine in | Take out | Keperluan |    |
|------------|--|-----------|---------|----------|-----------|----|
| Burger     |  | 3661      | 2563    | 1098     | 11        | 5  |
| Pizza      |  | 3661      | 2563    | 1098     |           | 11 |
| Moules     |  | 3661      | 2563    | 1098     | 11        | 5  |
| Soba       |  | 1832      | 1282    | 550      | 5         | 3  |
| Tempura    |  | 1832      | 1282    | 550      | 5         | 3  |
| Tiramisu   |  | 3295      | 2307    | 989      | 10        | 5  |
| Cappuccino |  | 2563      | 1794    | 769      |           | 8  |
| Teh        |  | 5491      | 3844    | 1647     |           | 16 |
| Soda       |  | 1832      | 1282    | 550      |           |    |
| Tissue DI  |  |           |         |          | 292       |    |
| Tissue TO  |  |           |         |          |           | 83 |

## 2. TAHUN 2025

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| Menu       |  | Penjualan | Dine in | Take out | Keperluan |    |
|------------|--|-----------|---------|----------|-----------|----|
| Burger     |  | 3845      | 2692    | 1154     | 12        | 6  |
| Pizza      |  | 3845      | 2692    | 1154     |           | 12 |
| Moules     |  | 3845      | 2692    | 1154     | 12        | 6  |
| Soba       |  | 1928      | 1350    | 578      | 6         | 3  |
| Tempura    |  | 1928      | 1350    | 578      | 6         | 3  |
| Tiramisu   |  | 3460      | 2422    | 1038     | 10        | 5  |
| Cappuccino |  | 2692      | 1884    | 808      |           | 8  |
| Teh        |  | 5766      | 4036    | 1730     |           | 17 |
| Soda       |  | 1928      | 1350    | 578      |           |    |
| Tissue DI  |  |           |         |          | 307       |    |
| Tissue TO  |  |           |         |          |           | 88 |

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### 3. TAHUN 2026

**C**

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| Menu       |  | Penjualan | Dine in | Take out | Keperluan |    |
|------------|--|-----------|---------|----------|-----------|----|
| Burger     |  | 4038      | 2827    | 1211     | 12        | 6  |
| Pizza      |  | 4038      | 2827    | 1211     |           | 12 |
| Moules     |  | 4038      | 2827    | 1211     | 12        | 6  |
| Soba       |  | 2024      | 1417    | 607      | 6         | 3  |
| Tempura    |  | 2024      | 1417    | 607      | 6         | 3  |
| Tiramisu   |  | 3634      | 2544    | 1090     | 11        | 5  |
| Cappuccino |  | 2828      | 1980    | 848      |           | 8  |
| Teh        |  | 6054      | 4238    | 1816     |           | 18 |
| Soda       |  | 2024      | 1417    | 607      |           |    |
| Tissue DI  |  |           |         |          | 322       |    |
| Tissue TO  |  |           |         |          |           | 92 |



#### 4. TAHUN 2027

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| Menu       |  | Penjualan | Dine in | Take out | Keperluan |    |
|------------|--|-----------|---------|----------|-----------|----|
| Burger     |  | 4245      | 2972    | 1274     | 13        | 6  |
| Pizza      |  | 4245      | 2972    | 1274     |           | 13 |
| Moules     |  | 4245      | 2972    | 1274     | 13        | 6  |
| Soba       |  | 2124      | 1487    | 637      | 6         | 3  |
| Tempura    |  | 2124      | 1487    | 637      | 6         | 3  |
| Tiramisu   |  | 3820      | 2674    | 1146     | 11        | 6  |
| Cappuccino |  | 2977      | 2084    | 893      |           | 9  |
| Teh        |  | 6357      | 4450    | 1907     |           | 19 |
| Soda       |  | 2124      | 1487    | 637      |           |    |
| Tissue DI  |  |           |         |          | 339       |    |
| Tissue TO  |  |           |         |          |           | 97 |

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## 5. TAHUN 2028

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| Menu       |  | Penjualan | Dine in | Take out | Keperluan |     |
|------------|--|-----------|---------|----------|-----------|-----|
| Burger     |  | 4453      | 3117    | 1336     | 13        | 7   |
| Pizza      |  | 4453      | 3117    | 1336     |           | 13  |
| Moules     |  | 4453      | 3117    | 1336     | 13        | 7   |
| Soba       |  | 2233      | 1563    | 670      | 7         | 3   |
| Tempura    |  | 2233      | 1563    | 670      | 7         | 3   |
| Tiramisu   |  | 4013      | 2809    | 1204     | 12        | 6   |
| Cappuccino |  | 3124      | 2187    | 937      |           | 9   |
| Teh        |  | 6674      | 4672    | 2002     |           | 20  |
| Soda       |  | 2233      | 1563    | 670      |           |     |
| Tissue DI  |  |           |         |          | 356       |     |
| Tissue TO  |  |           |         |          |           | 102 |

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## Lampiran 6 Peralatan

**C**

### 1. PENAMBAHAN PERALATAN 2026

|   |                                                       |   |               |                      |
|---|-------------------------------------------------------|---|---------------|----------------------|
| 1 | Victorian Nordic Style Glass 3 set                    | 5 | IDR 143,000   | IDR 715,000          |
| 2 | 6 in 1 Transparent Tea Cup Set                        | 5 | IDR 360,000   | IDR 1,800,000        |
| 3 | Vintage Pottery Coffee Mug                            | 5 | IDR 30,000    | IDR 150,000          |
| 4 | Ceramic Dinner Plate Nordic Style Premium White 8 set | 5 | IDR 185,000   | IDR 925,000          |
| 5 | Vintage Bowl 5 set                                    | 5 | IDR 210,000   | IDR 1,050,000        |
| 6 | Flatware set Cutlery Stainless Steel 300+ pcs         | 1 | IDR 1,260,000 | IDR 1,260,000        |
|   | Total                                                 |   |               | <b>IDR 5,900,000</b> |

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## Lampiran 7 CPM



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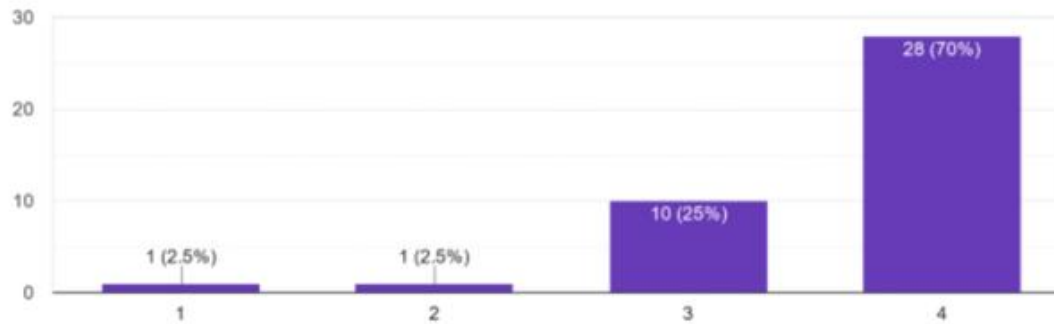
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### Perhitungan CPM

|                 |     |     |      |
|-----------------|-----|-----|------|
| Kualitas produk | 145 | 654 | 0.22 |
| Lokasi usaha    | 123 |     | 0.19 |
| Pelayanan       | 127 |     | 0.19 |
| Harga           | 134 |     | 0.20 |
| Varian produk   | 125 |     | 0.19 |
|                 |     |     | 1.00 |

Apakah kualitas produk yang ditawarkan usaha menentukan pelanggan dalam pembelian produk tersebut?

40 responses



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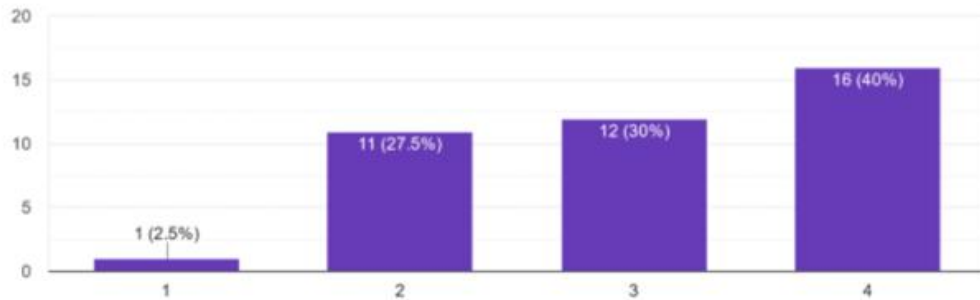
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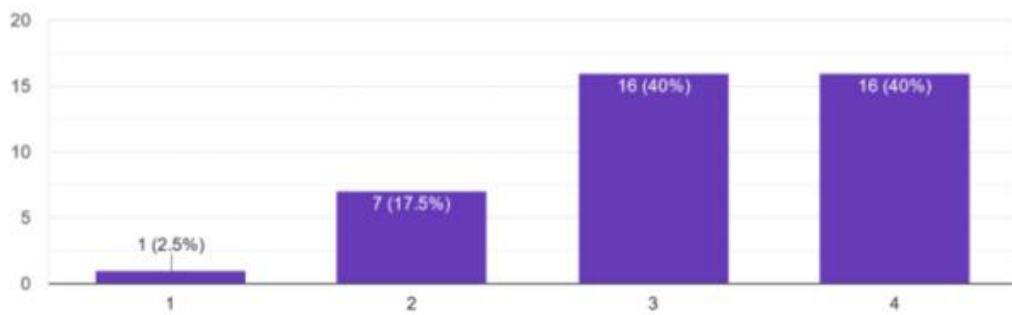
Apakah lokasi usaha menentukan pelanggan dalam pembelian produk ?

40 responses



Apakah pelayanan yang diberikan restaurant menentukan pelanggan dalam pembelian produk ?

40 responses



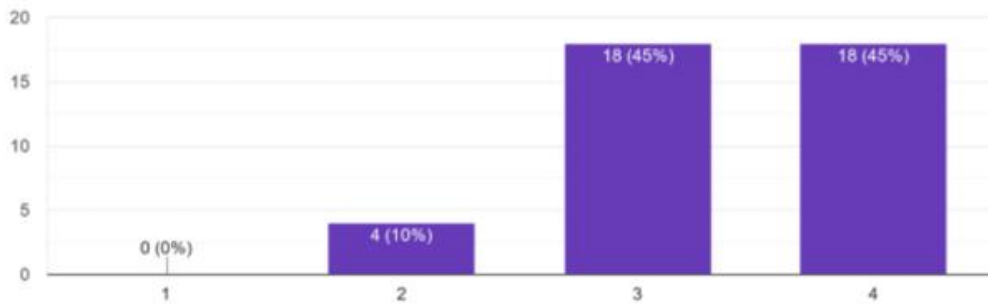
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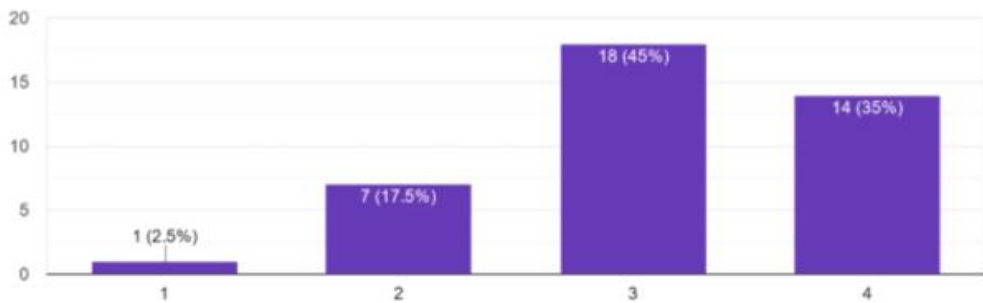
Apakah harga produk yang ditawarkan restaurant menentukan pelanggan dalam pembelian produk ?

40 responses



Apakah varian produk yang ditawarkan restaurant menentukan pelanggan dalam pembelian produk ?

40 responses



## Lampiran 8 Turnitin

### C Hak cipta milik IBI KKG (Institut Bisnis dan Informatika Kwik Kian Gie)

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### BUSINESS PLAN USAHA TEMPAT MAKAN "FIVE THEMES IN ONE" DI DAGO BANDUNG

Oleh:  
**Nama: Vebrina Berlin**  
**NIM: 79180421**

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