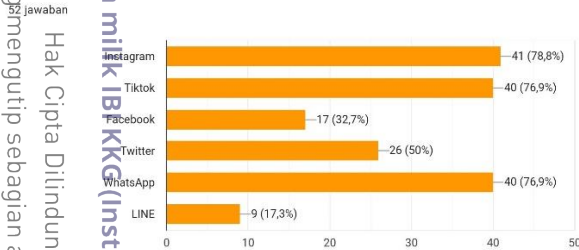




LAMPIRAN

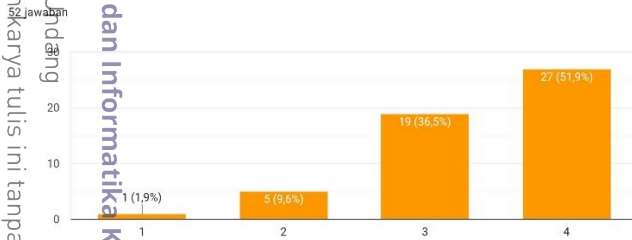
Lampiran 1 : Respon Kuisisioner CPM

Media Sosial apa yang sering digunakan? (Silahkan pilih maksimal 3)

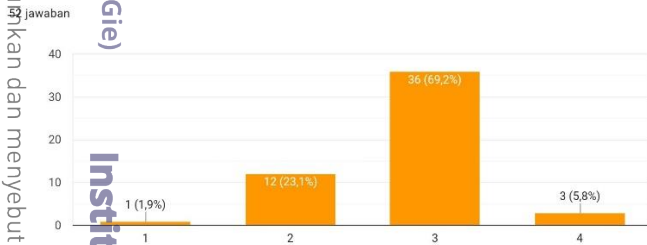


Kondisi Pesawat PRIHATA MOTOR

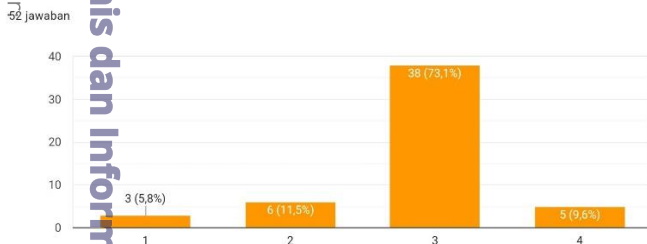
Kondisi motor bekas yang dijual oleh PRIHATA MOTOR



Harga yang dijual oleh Showroom PRIHATA MOTOR kisaran 18 juta - 40 juta



Varian motor yang dijual oleh showroom PRIHATA MOTOR adalah motor matic dan motor bebek

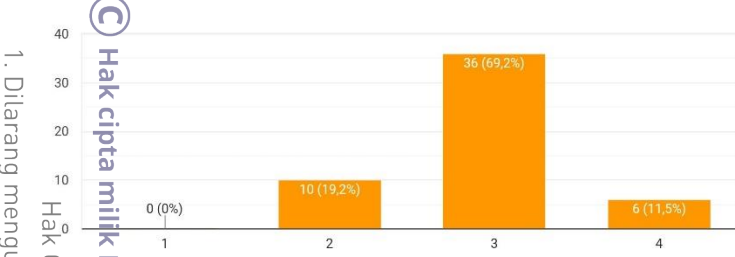




Jenis pembayaran showroom PRIHATA MOTOR menggunakan cash atau kredit

Salin

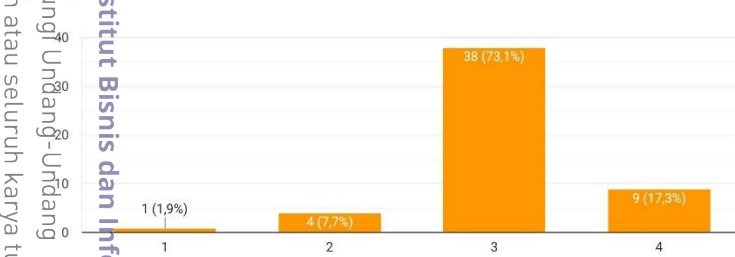
52 jawaban



Formulir yang diberikan showroom PRIHATA MOTOR adalah TDP ringan

Salin

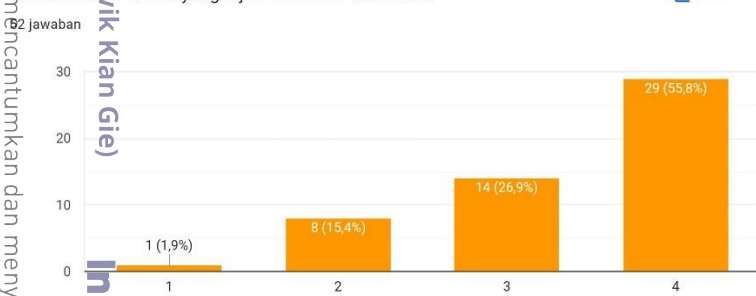
52 jawaban



Analisis Pesaing KJV Motostart

Salin

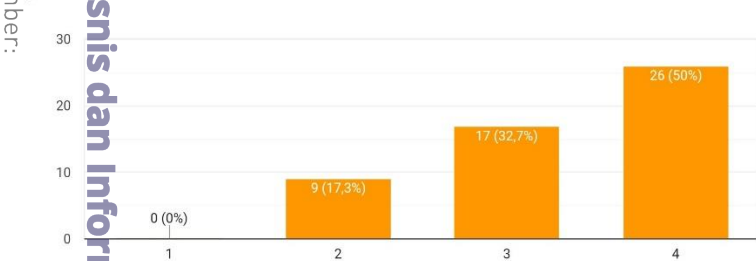
52 jawaban



Harga yang dijual oleh Showroom KJV Motostart kisaran 17 juta - 60 juta

Salin

52 jawaban

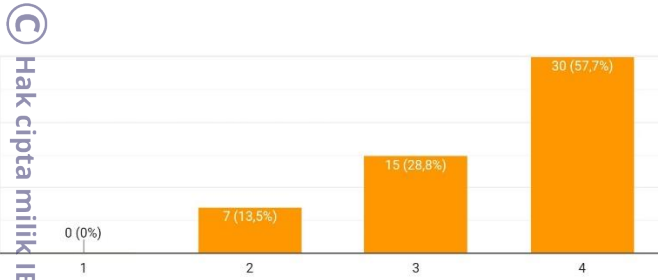




Varian motor yang dijual oleh showroom KJV Motostart adalah motor matic, motor bebek, dan motor sport

Salin

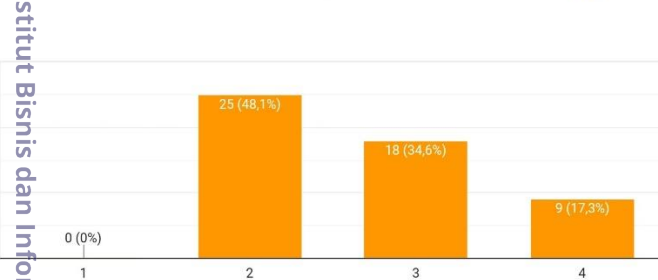
52 jawaban



jenis pembayaran showroom KJV Motostart menggunakan cash atau kredit

Salin

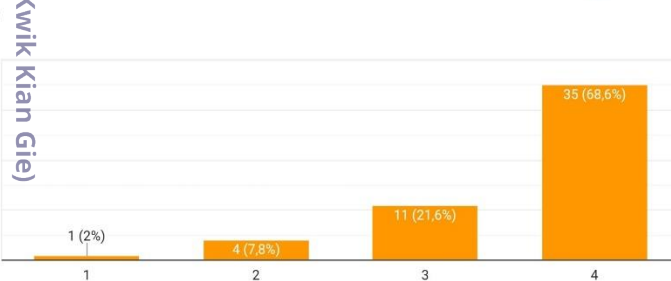
52 jawaban



Promo yang diberikan showroom KJV Motostart adalah Free Helm

Salin

1 jawaban

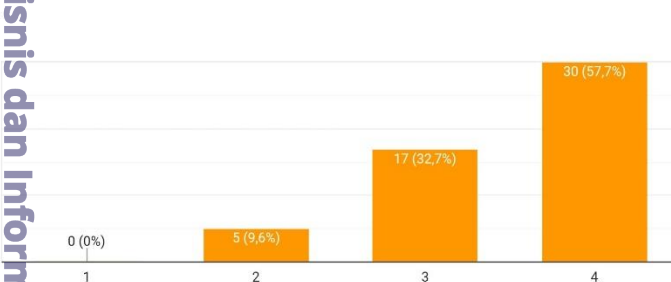


Analisis Brand KAE MOTOR

Kondisi motor bekas yang dijual oleh KAE MOTOR

Salin

52 jawaban



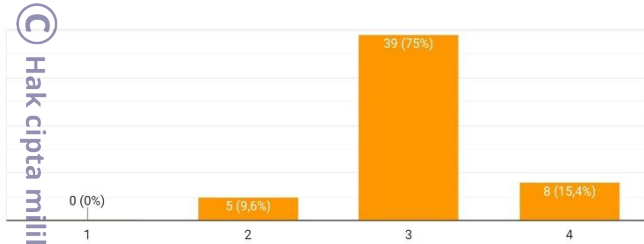
1. Dilarang mengutip sebagian atau seluruh karya tulis ini tanpa mencantumkan dan menyebutkan sumber:
 - a. Pengutipan hanya untuk kepentingan pendidikan, penelitian, penulisan karya ilmiah, penyusunan laporan, penulisan kritik dan tinjauan suatu masalah.
 - b. Pengutipan tidak merugikan kepentingan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



Harga yang dijual oleh Showroom KAE MOTOR kisaran 16 juta - 35 juta

Salin

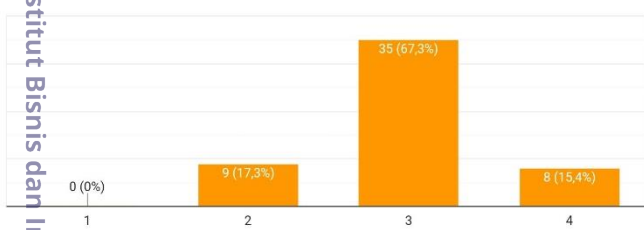
52 jawaban



Varian motor yang dijual oleh showroom KAE MOTOR adalah motor matic

Salin

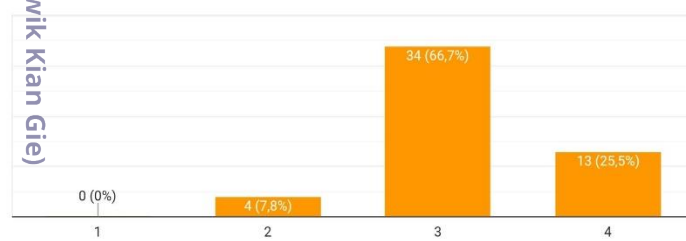
52 jawaban



Jenis pembayaran showroom KAE MOTOR menggunakan cash, kredit, dan bank transfer

Salin

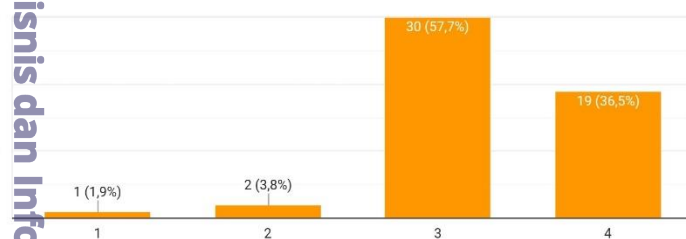
51 jawaban



Promo yang diberikan showroom KAE MOTOR adalah TDP ringan, Free Oli 1L, dan Free Helm

Salin

52 jawaban



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



Lampiran 2 : Ramalan Penjualan KAE MOTOR dalam Unit

Ramalan penjualan KAE MOTOR tahun 2024

Bulan	AEROX 155 2017-2018	AEROX 155 2019-2020	AEROX S 2019-2020	NMAX 2016-2017	NMAX ABS 2016-2017	NMAX 2018-2020
January	2	2	1	2	1	2
Februari	1	1	1	1	1	1
Maret	2	1	1	1	1	1
April	2	1	1	1	1	1
Mei	1	1	1	1	1	1
Juni	1	1	1	1	1	1
Juli	2	1	2	2	1	1
Agustus	2	2	1	1	1	2
September	2	2	2	1	1	2
Oktober	3	2	2	3	2	3
November	4	2	2	2	2	2
Desember	3	3	4	3	2	3
Total	25	19	19	19	15	20

Ramalan penjualan KAE MOTOR tahun 2025

Bulan	AEROX 155 2017-2018	AEROX 155 2019-2020	AEROX S 2019-2020	NMAX 2016-2017	NMAX ABS 2016-2017	NMAX 2018-2020
January	1	1	2	1	1	1
Februari	2	3	1	2	2	2
Maret	2	1	2	1	1	2
April	1	2	2	2	1	3
Mei	2	3	1	2	2	2
Juni	3	2	3	1	1	2
Juli	3	2	3	3	1	3
Agustus	2	2	2	2	1	2
September	1	2	2	1	1	1
Oktober	2	3	1	2	1	2
November	2	2	3	1	1	3
Desember	2	2	2	3	1	3
Total	23	25	24	21	14	26

Ramalan penjualan KAE MOTOR tahun 2026

Bulan	AEROX 155 2017-2018	AEROX 155 2019-2020	AEROX S 2019-2020	NMAX 2016-2017	NMAX ABS 2016-2017	NMAX 2018-2020
January	2	2	3	2	1	2
Februari	2	2	2	2	2	2
Maret	1	3	1	1	1	1
April	3	2	1	1	1	2
Mei	3	2	2	3	2	3
Juni	3	1	3	2	2	2
Juli	3	3	4	3	2	4
Agustus	2	2	2	2	2	2
September	2	3	2	1	1	3
Oktober	2	2	2	2	2	3
November	2	1	1	1	1	2
Desember	2	1	1	2	1	2
Total	27	24	24	22	18	28



Ramalan penjualan KAE MOTOR tahun 2027

Bulan	AEROX 155 2017-2018	AEROX 155 2019-2020	AEROX S 2019-2020	NMAX 2016-2017	NMAX ABS 2016-2017	NMAX 2018-2020
January	3	2	2	1	1	1
Febuari	2	2	2	2	1	3
Maret	2	2	2	3	2	3
April	2	2	2	2	2	2
Mei	3	2	3	3	2	3
Juni	3	3	2	2	2	1
Juli	3	3	2	2	2	3
Agustus	2	1	1	1	1	3
September	3	2	2	2	1	3
Oktober	3	2	2	2	2	2
November	2	3	2	2	2	2
Desember	3	3	2	2	2	2
Total	31	27	24	24	20	28

Ramalan penjualan KAE MOTOR tahun 2028

Bulan	AEROX 155 2017-2018	AEROX 155 2019-2020	AEROX S 2019-2020	NMAX 2016-2017	NMAX ABS 2016-2017	NMAX 2018-2020
January	2	2	2	2	2	2
Febuari	3	2	2	2	2	2
Maret	2	2	3	3	2	2
April	1	1	1	2	1	2
Mei	2	3	2	2	1	3
Juni	3	3	2	3	1	2
Juli	3	4	4	4	2	3
Agustus	2	3	3	3	2	3
September	3	3	3	3	2	3
Oktober	3	2	2	2	2	3
November	2	2	2	2	2	3
Desember	2	2	2	3	2	3
Total	28	29	28	31	21	31



Lampiran 3 : Anggaran Penjualan KAE MOTOR dalam rupiah

Anggaran penjualan tahun 2024

Hak Cipta Milik Institut Bisnis dan Ekonomi Kwik Kian Gie

Tahun 2024																		
AEROX 155 2017-2018			AEROX 155 2019-2020			AEROX S 2019-2020			NMAX 2016-2017			NMAX ABS 2016-2017			NMAX 2018-2020			Total Revenue
Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	
1	20,000,000	20,000,000	1	21,500,000	21,500,000	1	23,200,000	23,200,000	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	127,700,000
1	20,000,000	20,000,000	1	21,500,000	21,500,000	0	23,200,000	-	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	104,500,000
1	20,000,000	20,000,000	1	21,500,000	21,500,000	1	23,200,000	23,200,000	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	127,700,000
0	20,000,000	-	1	21,500,000	21,500,000	1	23,200,000	23,200,000	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	107,700,000
1	20,000,000	20,000,000	1	21,500,000	21,500,000	1	23,200,000	23,200,000	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	127,700,000
1	20,000,000	20,000,000	1	21,500,000	21,500,000	1	23,200,000	23,200,000	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	127,700,000
1	20,000,000	20,000,000	1	21,500,000	21,500,000	1	23,200,000	23,200,000	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	127,700,000
1	20,000,000	20,000,000	0	21,500,000	-	1	23,200,000	23,200,000	1	19,000,000	19,000,000	0	21,500,000	-	1	22,500,000	22,500,000	84,700,000
0	20,000,000	-	1	21,500,000	21,500,000	1	23,200,000	23,200,000	0	19,000,000	-	1	21,500,000	21,500,000	1	22,500,000	22,500,000	88,700,000
1	20,000,000	20,000,000	1	21,500,000	21,500,000	0	23,200,000	-	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	104,500,000
1	20,000,000	20,000,000	1	21,500,000	21,500,000	1	23,200,000	23,200,000	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	127,700,000
0	20,000,000	-	0	21,500,000	-	1	23,200,000	23,200,000	1	19,000,000	19,000,000	1	21,500,000	21,500,000	1	22,500,000	22,500,000	86,200,000
9		180,000,000	10		215,000,000	10		232,000,000	11		209,000,000	11		236,500,000	12		270,000,000	1,342,500,000

Anggaran penjualan tahun 2025

Tahun 2025																		
AEROX 155 2017-2018			AEROX 155 2019-2020			AEROX S 2019-2020			NMAX 2016-2017			NMAX ABS 2016-2017			NMAX 2018-2020			Total Revenue
Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	
1	18,500,000	18,500,000	1	20,000,000	20,000,000	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	119,300,000
1	18,500,000	18,500,000	1	20,000,000	20,000,000	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	119,300,000
0	18,500,000	-	1	20,000,000	20,000,000	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	100,800,000
1	18,500,000	18,500,000	0	20,000,000	-	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	99,300,000
1	18,500,000	18,500,000	1	20,000,000	20,000,000	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	119,300,000
1	18,500,000	18,500,000	2	20,000,000	40,000,000	2	20,300,000	40,600,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	159,600,000
1	18,500,000	18,500,000	2	20,000,000	40,000,000	1	20,300,000	20,300,000	2	18,000,000	36,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	157,300,000
1	18,500,000	18,500,000	1	20,000,000	20,000,000	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	119,300,000
1	18,500,000	18,500,000	0	20,000,000	-	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	99,300,000
1	18,500,000	18,500,000	1	20,000,000	20,000,000	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	119,300,000
1	18,500,000	18,500,000	1	20,000,000	20,000,000	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	119,300,000
0	18,500,000	-	1	20,000,000	20,000,000	1	20,300,000	20,300,000	1	18,000,000	18,000,000	1	20,000,000	20,000,000	1	22,500,000	22,500,000	100,800,000
10		185,000,000	12		240,000,000	13		263,900,000	13		234,000,000	12		240,000,000	12		270,000,000	1,432,900,000



Anggaran penjualan tahun 2026

Bulan	Tahun 2026														Total Revenue				
	AEROX 155 2017-2018		AEROX 155 2019-2020		AEROX S 2019-2020		NMAX 2016-2017		NMAX ABS 2016-2017		NMAX 2018-2020								
	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga		Revenue (Rp)			
January	1	18,000,000	18,000,000	1	19,000,000	19,000,000	1	19,000,000	19,000,000	1	17,500,000	17,500,000	1	19,500,000	19,500,000	1	22,000,000	22,000,000	115,000,000
February	1	18,000,000	18,000,000	1	19,000,000	19,000,000	1	19,000,000	19,000,000	1	17,500,000	17,500,000	1	19,500,000	19,500,000	1	22,000,000	22,000,000	115,000,000
March	1	18,000,000	18,000,000	1	19,000,000	19,000,000	1	19,000,000	19,000,000	1	17,500,000	17,500,000	1	19,500,000	19,500,000	1	22,000,000	22,000,000	115,000,000
April	1	18,000,000	18,000,000	0	19,000,000	-	1	19,000,000	19,000,000	1	17,500,000	17,500,000	1	19,500,000	19,500,000	1	22,000,000	22,000,000	96,000,000
May	0	18,000,000	-	1	19,000,000	19,000,000	1	19,000,000	19,000,000	1	17,500,000	17,500,000	0	19,500,000	-	0	22,000,000	-	55,500,000
June	1	18,000,000	18,000,000	2	19,000,000	38,000,000	2	19,000,000	38,000,000	1	17,500,000	17,500,000	2	19,500,000	39,000,000	1	22,000,000	22,000,000	172,500,000
July	1	18,000,000	18,000,000	2	19,000,000	38,000,000	2	19,000,000	38,000,000	1	17,500,000	17,500,000	2	19,500,000	39,000,000	1	22,000,000	22,000,000	172,500,000
August	1	18,000,000	18,000,000	1	19,000,000	19,000,000	1	19,000,000	19,000,000	1	17,500,000	17,500,000	1	19,500,000	19,500,000	1	22,000,000	22,000,000	115,000,000
September	1	18,000,000	18,000,000	1	19,000,000	19,000,000	1	19,000,000	19,000,000	1	17,500,000	17,500,000	1	19,500,000	19,500,000	1	22,000,000	22,000,000	115,000,000
October	1	18,000,000	18,000,000	1	19,000,000	19,000,000	1	19,000,000	19,000,000	1	17,500,000	17,500,000	1	19,500,000	19,500,000	1	22,000,000	22,000,000	115,000,000
November	1	18,000,000	18,000,000	1	19,000,000	19,000,000	1	19,000,000	19,000,000	1	17,500,000	17,500,000	1	19,500,000	19,500,000	1	22,000,000	22,000,000	115,000,000
December	1	18,000,000	18,000,000	1	19,000,000	19,000,000	1	19,000,000	19,000,000	1	17,500,000	17,500,000	1	19,500,000	19,500,000	1	22,000,000	22,000,000	115,000,000
Total	11		198,000,000	13		247,000,000	14		266,000,000	12		210,000,000	13		253,500,000	11		242,000,000	1,416,500,000

Anggaran penjualan tahun 2027

Tahun 2027																			
Bulan	AEROX 155 2017-2018			AEROX 155 2019-2020			AEROX S 2019-2020			NMAX 2016-2017			NMAX ABS 2016-2017			NMAX 2018-2020			Total Revenue
	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	
January	2	17,000,000	34,000,000	1	18,000,000	18,000,000	2	18,000,000	36,000,000	1	17,000,000	17,000,000	1	18,500,000	18,500,000	1	20,500,000	20,500,000	144,000,000
February	1	17,000,000	17,000,000	1	18,000,000	18,000,000	2	18,000,000	36,000,000	2	17,000,000	34,000,000	1	18,500,000	18,500,000	1	20,500,000	20,500,000	144,000,000
March	1	17,000,000	17,000,000	1	18,000,000	18,000,000	2	18,000,000	36,000,000	1	17,000,000	17,000,000	2	18,500,000	37,000,000	1	20,500,000	20,500,000	145,500,000
April	1	17,000,000	17,000,000	1	18,000,000	18,000,000	2	18,000,000	36,000,000	2	17,000,000	34,000,000	1	18,500,000	18,500,000	2	20,500,000	41,000,000	164,500,000
Mei	2	17,000,000	34,000,000	1	18,000,000	18,000,000	1	18,000,000	18,000,000	1	17,000,000	17,000,000	1	18,500,000	18,500,000	0	20,500,000	-	105,500,000
Juni	2	17,000,000	34,000,000	2	18,000,000	36,000,000	2	18,000,000	36,000,000	2	17,000,000	34,000,000	2	18,500,000	37,000,000	1	20,500,000	20,500,000	197,500,000
Juli	2	17,000,000	34,000,000	2	18,000,000	36,000,000	2	18,000,000	36,000,000	2	17,000,000	34,000,000	2	18,500,000	37,000,000	1	20,500,000	20,500,000	197,500,000
Agustus	1	17,000,000	17,000,000	0	18,000,000	-	1	18,000,000	18,000,000	1	17,000,000	17,000,000	1	18,500,000	18,500,000	1	20,500,000	20,500,000	91,000,000
September	2	17,000,000	34,000,000	1	18,000,000	18,000,000	2	18,000,000	36,000,000	2	17,000,000	34,000,000	1	18,500,000	18,500,000	1	20,500,000	20,500,000	161,000,000
Oktober	2	17,000,000	34,000,000	1	18,000,000	18,000,000	2	18,000,000	36,000,000	2	17,000,000	34,000,000	2	18,500,000	37,000,000	2	20,500,000	41,000,000	200,000,000
November	1	17,000,000	17,000,000	2	18,000,000	36,000,000	1	18,000,000	18,000,000	2	17,000,000	34,000,000	1	18,500,000	18,500,000	2	20,500,000	41,000,000	164,500,000
Desember	2	17,000,000	34,000,000	2	18,000,000	36,000,000	1	18,000,000	18,000,000	2	17,000,000	34,000,000	2	18,500,000	37,000,000	2	20,500,000	41,000,000	200,000,000
Total	19		323,000,000	15		270,000,000	20		360,000,000	20		340,000,000	17		314,500,000	15		307,500,000	1,915,000,000



Anggaran penjualan tahun 2028

Tahun 2028																			
Bulan	AEROX 155 2017-2018			AEROX 155 2019-2020			AEROX S 2019-2020			NMAX 2016-2017			NMAX ABS 2016-2017			NMAX 2018-2020			Total Revenue
	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	Unit	Harga	Revenue (Rp)	
January	1	16,000,000	16,000,000	1	17,000,000	17,000,000	1	17,000,000	17,000,000	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	19,000,000	19,000,000	102,500,000
February	1	16,000,000	16,000,000	1	17,000,000	17,000,000	1	17,000,000	17,000,000	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	19,000,000	19,000,000	102,500,000
March	2	16,000,000	32,000,000	2	17,000,000	34,000,000	2	17,000,000	34,000,000	2	16,000,000	32,000,000	2	17,500,000	35,000,000	2	19,000,000	38,000,000	205,000,000
April	1	16,000,000	16,000,000	1	17,000,000	17,000,000	1	17,000,000	17,000,000	2	16,000,000	32,000,000	1	17,500,000	17,500,000	2	19,000,000	38,000,000	137,500,000
Mei	1	16,000,000	16,000,000	1	17,000,000	17,000,000	1	17,000,000	17,000,000	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	19,000,000	19,000,000	102,500,000
Juni	2	16,000,000	32,000,000	2	17,000,000	34,000,000	2	17,000,000	34,000,000	2	16,000,000	32,000,000	1	17,500,000	17,500,000	2	19,000,000	38,000,000	187,500,000
Juli	2	16,000,000	32,000,000	2	17,000,000	34,000,000	2	17,000,000	34,000,000	2	16,000,000	32,000,000	2	17,500,000	35,000,000	2	19,000,000	38,000,000	205,000,000
Agustus	2	16,000,000	32,000,000	2	17,000,000	34,000,000	2	17,000,000	34,000,000	2	16,000,000	32,000,000	2	17,500,000	35,000,000	2	19,000,000	38,000,000	205,000,000
September	2	16,000,000	32,000,000	2	17,000,000	34,000,000	1	17,000,000	17,000,000	2	16,000,000	32,000,000	2	17,500,000	35,000,000	1	19,000,000	19,000,000	169,000,000
Oktober	2	16,000,000	32,000,000	1	17,000,000	17,000,000	2	17,000,000	34,000,000	2	16,000,000	32,000,000	2	17,500,000	35,000,000	1	19,000,000	19,000,000	169,000,000
November	2	16,000,000	32,000,000	2	17,000,000	34,000,000	1	17,000,000	17,000,000	2	16,000,000	32,000,000	2	17,500,000	35,000,000	2	19,000,000	38,000,000	188,000,000
Desember	2	16,000,000	32,000,000	1	17,000,000	17,000,000	2	17,000,000	34,000,000	2	16,000,000	32,000,000	2	17,500,000	35,000,000	2	19,000,000	38,000,000	188,000,000
Total	20		320,000,000	18		306,000,000	18		306,000,000	21		336,000,000	19		332,500,000	19		361,000,000	1,961,500,000

Lampiran 4: Biaya Pembelian Motor

Biaya Pembelian Motor 2024

Bulan	Tahun 2024																		total pembelian
	AEROX 155 2017-2018			AEROX 155 2019-2020			AEROX S 2019-2020			NMAX 2016-2017			NMAX ABS 2016-2017			NMAX 2018-2020			
	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	
January	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,500,000	18,500,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	100,800,000
February	1	15,000,000	15,000,000	1	17,000,000	17,000,000	0	18,500,000	-	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	82,300,000
March	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,500,000	18,500,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	100,800,000
April	0	15,000,000	-	1	17,000,000	17,000,000	1	18,500,000	18,500,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	85,800,000
Mei	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,500,000	18,500,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	100,800,000
June	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,500,000	18,500,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	100,800,000
July	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,500,000	18,500,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	100,800,000
Agustus	1	15,000,000	15,000,000	0	17,000,000	-	1	18,500,000	18,500,000	1	15,000,000	15,000,000	0	17,000,000	-	1	18,300,000	18,300,000	66,800,000
September	0	15,000,000	-	1	17,000,000	17,000,000	1	18,500,000	18,500,000	0	15,000,000	-	1	17,000,000	17,000,000	1	18,300,000	18,300,000	70,800,000
Oktober	1	15,000,000	15,000,000	1	17,000,000	17,000,000	0	18,500,000	-	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	82,300,000
November	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,500,000	18,500,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	100,800,000
Desember	0	15,000,000	-	0	17,000,000	-	1	18,500,000	18,500,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	1	18,300,000	18,300,000	68,800,000
Total	9		135,000,000	10		170,000,000	10		185,000,000	11		165,000,000	11		187,000,000	12		219,600,000	1,061,600,000



Biaya Pembelian Motor 2025

Tahun 2025																			
Bulan	AEROX 155 2017-2018			AEROX 155 2019-2020			AEROX S 2019-2020			NMAX 2016-2017			NMAX ABS 2016-2017			NMAX 2018-2020			total pembelian
	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	
January	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	94,800,000
February	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	94,800,000
Maret	0	14,000,000	-	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	80,800,000
April	1	14,000,000	14,000,000	0	16,000,000	-	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	78,800,000
Mei	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	94,800,000
Juni	1	14,000,000	14,000,000	2	16,000,000	32,000,000	2	17,500,000	35,000,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	128,300,000
Juli	1	14,000,000	14,000,000	2	16,000,000	32,000,000	1	17,500,000	17,500,000	2	14,000,000	28,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	124,800,000
Agustus	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	94,800,000
September	1	14,000,000	14,000,000	0	16,000,000	-	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	78,800,000
Oktober	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	94,800,000
November	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	94,800,000
Desember	0	14,000,000	-	1	16,000,000	16,000,000	1	17,500,000	17,500,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	17,300,000	17,300,000	80,800,000
Total	10		140,000,000	12		192,000,000	13		227,500,000	13		182,000,000	12		192,000,000	12		207,600,000	1,141,100,000

Biaya Pembelian Motor 2026

Tahun 2026																			
Bulan	AEROX 155 2017-2018			AEROX 155 2019-2020			AEROX S 2019-2020			NMAX 2016-2017			NMAX ABS 2016-2017			NMAX 2018-2020			total pembelian
	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	
January	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	16,500,000	16,500,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	89,500,000
February	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	16,500,000	16,500,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	89,500,000
Maret	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	16,500,000	16,500,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	89,500,000
April	1	13,000,000	13,000,000	0	15,000,000	-	1	16,500,000	16,500,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	74,500,000
Mei	0	13,000,000	-	1	15,000,000	15,000,000	1	16,500,000	16,500,000	1	13,000,000	13,000,000	0	15,000,000	-	0	17,000,000	-	44,500,000
Juni	1	13,000,000	13,000,000	2	15,000,000	30,000,000	2	16,500,000	33,000,000	1	13,000,000	13,000,000	2	15,000,000	30,000,000	1	17,000,000	17,000,000	136,000,000
Juli	1	13,000,000	13,000,000	2	15,000,000	30,000,000	2	16,500,000	33,000,000	1	13,000,000	13,000,000	2	15,000,000	30,000,000	1	17,000,000	17,000,000	136,000,000
Agustus	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	16,500,000	16,500,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	89,500,000
September	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	16,500,000	16,500,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	89,500,000
Oktober	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	16,500,000	16,500,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	89,500,000
November	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	16,500,000	16,500,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	89,500,000
Desember	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	16,500,000	16,500,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	17,000,000	17,000,000	89,500,000
Total	11		143,000,000	13		195,000,000	14		231,000,000	12		156,000,000	13		195,000,000	11		187,000,000	1,107,000,000



Biaya Pembelian Motor 2027

Tahun 2027																			
Bulan	AEROX 155 2017-2018			AEROX 155 2019-2020			AEROX S 2019-2020			NMAX 2016-2017			NMAX ABS 2016-2017			NMAX 2018-2020			total pembelian
	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	
January	2	12,000,000	24,000,000	1	14,000,000	14,000,000	2	16,000,000	32,000,000	1	13,000,000	13,000,000	1	14,500,000	14,500,000	1	16,500,000	16,500,000	114,000,000
February	1	12,000,000	12,000,000	1	14,000,000	14,000,000	2	16,000,000	32,000,000	2	13,000,000	26,000,000	1	14,500,000	14,500,000	1	16,500,000	16,500,000	115,000,000
March	1	12,000,000	12,000,000	1	14,000,000	14,000,000	2	16,000,000	32,000,000	1	13,000,000	13,000,000	2	14,500,000	29,000,000	1	16,500,000	16,500,000	116,500,000
April	1	12,000,000	12,000,000	1	14,000,000	14,000,000	2	16,000,000	32,000,000	2	13,000,000	26,000,000	1	14,500,000	14,500,000	2	16,500,000	33,000,000	131,500,000
Mei	2	12,000,000	24,000,000	1	14,000,000	14,000,000	1	16,000,000	16,000,000	1	13,000,000	13,000,000	1	14,500,000	14,500,000	0	16,500,000	-	81,500,000
Juni	2	12,000,000	24,000,000	2	14,000,000	28,000,000	2	16,000,000	32,000,000	2	13,000,000	26,000,000	2	14,500,000	29,000,000	1	16,500,000	16,500,000	155,500,000
Juli	2	12,000,000	24,000,000	2	14,000,000	28,000,000	2	16,000,000	32,000,000	2	13,000,000	26,000,000	2	14,500,000	29,000,000	1	16,500,000	16,500,000	155,500,000
Agustus	1	12,000,000	12,000,000	0	14,000,000	-	1	16,000,000	16,000,000	1	13,000,000	13,000,000	1	14,500,000	14,500,000	1	16,500,000	16,500,000	72,000,000
September	2	12,000,000	24,000,000	1	14,000,000	14,000,000	2	16,000,000	32,000,000	2	13,000,000	26,000,000	1	14,500,000	14,500,000	1	16,500,000	16,500,000	127,000,000
Oktober	2	12,000,000	24,000,000	1	14,000,000	14,000,000	2	16,000,000	32,000,000	2	13,000,000	26,000,000	2	14,500,000	29,000,000	2	16,500,000	33,000,000	158,000,000
November	1	12,000,000	12,000,000	2	14,000,000	28,000,000	1	16,000,000	16,000,000	2	13,000,000	26,000,000	1	14,500,000	14,500,000	2	16,500,000	33,000,000	129,500,000
Desember	2	12,000,000	24,000,000	2	14,000,000	28,000,000	1	16,000,000	16,000,000	2	13,000,000	26,000,000	2	14,500,000	29,000,000	2	16,500,000	33,000,000	156,000,000
Total	19		228,000,000	15		210,000,000	20		320,000,000	20		260,000,000	17		246,500,000	15		247,500,000	1,512,000,000

Biaya Pembelian Motor 2028

Tahun 2028																			
Bulan	AEROX 155 2017-2018			AEROX 155 2019-2020			AEROX S 2019-2020			NMAX 2016-2017			NMAX ABS 2016-2017			NMAX 2018-2020			total pembelian
	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	Unit	Harga	Total	
January	1	11,000,000	11,000,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	12,000,000	12,000,000	1	14,000,000	14,000,000	1	15,300,000	15,300,000	80,300,000
February	1	11,000,000	11,000,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	12,000,000	12,000,000	1	14,000,000	14,000,000	1	15,300,000	15,300,000	80,300,000
March	2	11,000,000	22,000,000	2	13,000,000	26,000,000	2	15,000,000	30,000,000	2	12,000,000	24,000,000	2	14,000,000	28,000,000	2	15,300,000	30,600,000	160,600,000
April	1	11,000,000	11,000,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	2	12,000,000	24,000,000	1	14,000,000	14,000,000	2	15,300,000	30,600,000	107,600,000
Mei	1	11,000,000	11,000,000	1	13,000,000	13,000,000	1	15,000,000	15,000,000	1	12,000,000	12,000,000	1	14,000,000	14,000,000	1	15,300,000	15,300,000	80,300,000
Juni	2	11,000,000	22,000,000	2	13,000,000	26,000,000	2	15,000,000	30,000,000	2	12,000,000	24,000,000	1	14,000,000	14,000,000	2	15,300,000	30,600,000	146,600,000
Juli	2	11,000,000	22,000,000	2	13,000,000	26,000,000	2	15,000,000	30,000,000	2	12,000,000	24,000,000	2	14,000,000	28,000,000	2	15,300,000	30,600,000	160,600,000
Agustus	2	11,000,000	22,000,000	2	13,000,000	26,000,000	2	15,000,000	30,000,000	2	12,000,000	24,000,000	2	14,000,000	28,000,000	2	15,300,000	30,600,000	160,600,000
September	2	11,000,000	22,000,000	2	13,000,000	26,000,000	1	15,000,000	15,000,000	2	12,000,000	24,000,000	2	14,000,000	28,000,000	1	15,300,000	15,300,000	130,300,000
Oktober	2	11,000,000	22,000,000	1	13,000,000	13,000,000	2	15,000,000	30,000,000	2	12,000,000	24,000,000	2	14,000,000	28,000,000	1	15,300,000	15,300,000	132,300,000
November	2	11,000,000	22,000,000	2	13,000,000	26,000,000	1	15,000,000	15,000,000	2	12,000,000	24,000,000	2	14,000,000	28,000,000	2	15,300,000	30,600,000	145,600,000
Desember	2	11,000,000	22,000,000	1	13,000,000	13,000,000	2	15,000,000	30,000,000	2	12,000,000	24,000,000	2	14,000,000	28,000,000	2	15,300,000	30,600,000	147,600,000
Total	20		220,000,000	18		234,000,000	18		270,000,000	21		252,000,000	19		266,000,000	19		290,700,000	1,532,700,000



Lampiran 5: Turnitin

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