

12. Proyeksi Finansial

12.1 Cashflow Projection

	Initial Investment	Tahun												
		1	2	3	4	5	6	7	8	9	10			
Investment	(2,069,757,056)													
Cash Inflow														
Sales		13,425,631,574	16,476,800,000	16,614,470,400	16,476,800,000	16,476,800,000	16,476,800,000	16,405,120,000	16,440,960,000	16,476,800,000	17,641,600,000			
Total Cash Inflow		13,425,631,574	16,476,800,000	16,614,470,400	16,476,800,000	16,476,800,000	16,476,800,000	16,405,120,000	16,440,960,000	16,476,800,000	17,641,600,000			
Cash Outflow														
COGS		8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149			
Equipment		-	-	-	-	-	8,500,000	-	-	-	-			
Marketing Expenses		253,000,000	260,590,000	268,407,700	276,459,931	284,753,729	293,296,341	302,095,231	311,158,088	320,492,831	330,107,616			
Telephone, water, electricity		575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460			
Bonus Expenses		671,281,579	823,840,000	830,723,520	823,840,000	823,840,000	823,840,000	820,256,000	822,048,000	823,840,000	882,080,000			
Salaries Expenses		2,682,000,000	2,762,460,000	2,845,333,800	2,930,693,814	3,018,614,628	3,109,173,067	3,202,448,259	3,298,521,707	3,397,477,358	3,499,401,679			
Repairs & Maintenance Expenses		18,000,000	18,540,000	19,065,200	19,669,096	20,259,159	20,856,933	21,492,941	22,137,730	22,801,861	23,485,917			
Tax		-	191,836,172	191,836,172	191,836,172	191,836,172	191,836,172	191,773,054	191,804,687	191,836,172	192,784,708			
Total Cash Outflow		13,188,245,188	13,621,229,781	13,719,480,581	13,806,462,612	13,903,267,297	14,011,476,122	14,102,029,094	14,208,633,821	14,320,411,831	14,431,823,529			
Net Cashflow	(2,069,757,056)	237,386,386	2,855,570,219	2,894,989,819	2,670,337,388	2,573,532,703	2,465,323,878	2,303,930,909	2,231,326,179	2,158,388,169	3,149,770,471			
Cumulative Net Cashflow		(1,832,370,670)	1,023,199,549	3,918,189,368	6,588,526,756	9,162,059,460	11,627,383,337	13,930,474,243	16,161,800,422	18,318,188,591	21,467,965,062			
Index Positive Cashflow		-	1	1	0	1	3	4	5	6	7			
Payback Period Calculation														
Investment Return	(2,069,757,056)	(1,832,370,670)	1,023,199,549	3,918,189,368	6,588,526,756	9,162,059,460	11,627,383,337	13,930,474,243	16,161,800,422	18,318,188,591	21,467,965,062			
Payback Period Year	1													
Payback Period Month	1													
Payback Period Day	2													

Table 16 : Cashflow Projection

12.2 BEP Analysis

Description	Tahun									
	1	2	3	4	5	6	7	8	9	10
Sales	13,425,631,574	16,476,800,000	16,614,470,400	16,476,800,000	16,476,800,000	16,476,800,000	16,405,120,000	16,440,960,000	16,476,800,000	17,641,600,000
Variable Cost										
Cost of Goods Sold	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149
Telephone, water, electricity	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460
Bonus Expenses	671,281,579	823,840,000	830,723,520	823,840,000	823,840,000	823,840,000	820,256,000	822,048,000	823,840,000	882,080,000
Total Variable Cost	10,235,245,188	10,387,803,609	10,394,687,129	10,397,803,609	10,397,803,609	10,397,803,609	10,384,219,609	10,386,011,609	10,387,803,609	10,446,043,609
Contribution Margin	3,190,386,386	6,088,996,391	6,219,783,271	6,088,996,391	6,088,996,391	6,088,996,391	6,020,900,391	6,054,948,391	6,088,996,391	7,195,556,391
Fixed Cost										
Marketing Expenses	253,000,000	260,590,000	268,407,700	276,459,931	284,753,729	293,296,341	302,095,231	311,158,088	320,492,831	330,107,616
Salaries Expenses	2,682,000,000	2,762,460,000	2,845,333,800	2,930,693,814	3,018,614,628	3,109,173,067	3,202,448,259	3,298,521,707	3,397,477,358	3,499,401,679
Depreciation & Amortization	191,289,018	197,018,419	202,928,971	209,016,840	215,297,345	221,745,366	228,398,345	235,250,295	242,307,984	249,577,038
Rent Expenses	367,640,004	367,640,004	367,640,004	367,640,004	367,640,004	367,640,004	367,640,004	367,640,004	367,640,004	367,640,004
Insurance Expenses	160,920,000	165,747,600	170,720,028	175,841,629	181,116,878	186,550,384	192,146,866	197,911,302	203,848,641	209,964,101
Repair & Maintenance Expenses	18,000,000	18,540,000	19,065,200	19,669,096	20,259,159	20,856,933	21,492,941	22,137,730	22,801,861	23,485,917
Income Taxes	-	191,836,172	191,836,172	191,836,172	191,836,172	191,836,172	191,773,054	191,804,687	191,836,172	192,784,708
Interest Expenses	-	-	-	-	-	-	-	-	-	-
Others Operation Expenses	3,310,000	3,409,300	3,511,570	3,616,926	3,725,434	3,837,197	3,952,313	4,070,882	4,193,069	4,318,789
Total Fixed Cost	3,676,150,022	3,957,241,494	4,069,594,034	4,174,774,402	4,283,233,349	4,394,946,064	4,509,847,043	4,628,494,696	4,750,597,681	4,877,279,862
Profit Margin	(485,763,636)	2,121,754,897	2,150,189,237	1,914,221,989	1,605,763,042	1,684,050,327	1,510,853,348	1,428,453,695	1,338,398,710	2,318,276,529
BEP in Sales	15,469,788,999	10,735,339,695	10,870,820,842	11,296,922,917	11,590,412,386	11,892,706,558	12,288,232,262	12,557,720,026	12,855,098,417	11,957,799,471

Table 17 : BEP Analysis

12.3 Balance Sheet Projection

Description	1	2	3	4	5	6	7	8	9	10
Assets										
Current Assets										
Cash & Bank	-	-	-	-	-	-	-	-	-	-
Inventory	740,091,962	740,091,962	740,091,962	740,091,962	740,091,962	740,091,962	740,091,962	740,091,962	740,091,962	740,091,962
Prepaid Rent	-	(367,640,004)	(735,280,008)	(1,102,920,012)	(1,470,560,016)	(1,838,200,020)	(2,205,840,024)	(2,573,480,028)	(2,941,120,032)	(3,308,760,036)
Total Current Assets	740,091,962	372,451,958	4,811,954	(362,828,050)	(730,468,054)	(1,098,108,058)	(1,465,748,062)	(1,833,388,066)	(2,201,028,070)	(2,568,668,074)
Fixed Assets										
Office Renovation	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000	7,500,000
Equipment	874,525,090	874,525,090	874,525,090	874,525,090	874,525,090	883,025,090	883,025,090	883,025,090	883,025,090	883,025,090
Pre-Operating	80,000,000	80,000,000	80,000,000	80,000,000	80,000,000	80,000,000	80,000,000	80,000,000	80,000,000	80,000,000
Accumulated Depreciation	(191,280,018)	(388,298,437)	(581,227,408)	(800,244,248)	(1,015,531,593)	(1,237,277,559)	(1,465,875,904)	(1,700,926,199)	(1,943,234,003)	(2,192,811,041)
Total Fixed Assets	770,745,072	573,726,653	370,797,682	161,780,842	(53,506,503)	(266,752,469)	(485,150,814)	(730,401,109)	(972,708,913)	(1,222,285,951)
Total Assets	1,510,837,034	946,178,611	375,609,636	(201,047,208)	(783,974,557)	(1,364,860,527)	(1,950,898,876)	(2,563,789,175)	(3,173,736,983)	(3,790,954,025)
Liabilities										
Bank Loan	-	-	-	-	-	-	-	-	-	-
Equity										
Paid up Capital	2,169,757,056	2,169,757,056	2,169,757,056	2,169,757,056	2,169,757,056	2,169,757,056	2,169,757,056	2,169,757,056	2,169,757,056	2,169,757,056
Retained Earning	-	(510,763,636)	1,585,241,261	3,708,907,998	5,595,811,811	7,373,437,133	9,038,505,698	10,519,607,648	11,915,314,497	13,222,043,855
Current Year Profit and Loss	(510,763,636)	2,096,004,897	2,123,666,737	1,886,903,814	1,777,625,322	1,665,068,475	1,481,102,041	1,395,705,849	1,306,729,458	2,285,657,200
Total Equity	1,658,993,420	3,754,998,317	5,878,665,054	7,765,568,867	9,543,194,189	11,208,262,664	12,689,384,704	14,085,071,553	15,391,801,011	17,677,458,211
Total Liabilities & Equity	1,658,993,420	3,754,998,317	5,878,665,054	7,765,568,867	9,543,194,189	11,208,262,664	12,689,384,704	14,085,071,553	15,391,801,011	17,677,458,211

Table 18 : Balance Sheet Projection

12.4 Income Statement Projection

Description	1	2	3	4	5	6	7	8	9	10	
Sales											
Food	12,225,531,574	15,276,600,000	15,414,470,490	15,276,600,000	15,276,600,000	15,276,600,000	15,205,120,000	15,240,990,000	15,276,600,000	16,441,600,000	
Advertisement	1,200,000,000	1,200,000,000	1,200,000,000	1,200,000,000	1,200,000,000	1,200,000,000	1,200,000,000	1,200,000,000	1,200,000,000	1,200,000,000	
Sales	13,425,531,574	16,476,600,000	16,614,470,490	16,476,600,000	16,476,600,000	16,476,600,000	16,405,120,000	16,440,990,000	16,476,600,000	17,641,600,000	
Cost of Good Sold	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	8,988,522,149	
Gross Profit	4,437,109,425	7,488,077,851	7,625,948,341	7,488,077,851	7,488,077,851	7,488,077,851	7,416,597,851	7,452,467,851	7,488,077,851	8,653,077,851	
Operating expense											
Marketing Expenses	253,000,000	259,500,000	258,407,700	276,458,931	284,753,729	283,295,311	302,095,231	311,158,068	320,492,831	330,107,616	
Telephone, water, electricity, solar	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	575,441,460	
Bonus Expenses	671,281,519	823,840,000	830,723,520	823,840,000	823,840,000	823,840,000	823,840,000	823,840,000	823,840,000	823,840,000	
Training and Development Expenses	25,000,000	25,750,000	25,522,500	27,318,175	28,137,720	28,981,852	29,851,207	30,745,947	31,669,252	32,619,330	
Salaries Expenses	2,682,000,000	2,782,480,000	2,845,333,600	2,830,683,814	3,018,614,623	3,103,173,067	3,202,448,239	3,288,521,707	3,397,477,535	3,493,001,570	
Depreciation & Amortization Expenses	191,280,018	197,018,419	202,928,971	209,016,840	215,287,345	221,745,906	228,398,345	235,250,295	242,307,604	249,577,038	
Rent Expenses	387,640,004	387,640,004	387,640,004	387,640,004	387,640,004	387,640,004	387,640,004	387,640,004	387,640,004	387,640,004	
Insurance Expenses	180,320,000	185,747,820	190,720,028	195,841,623	191,116,978	195,550,384	192,145,899	197,911,302	203,848,641	209,884,101	
Repair & Maintenance Expenses	18,000,000	18,540,000	18,095,200	19,669,068	20,295,158	20,865,833	21,482,841	22,137,730	22,801,881	23,485,817	
Others Operation Expenses	3,310,000	3,409,300	3,511,579	3,616,926	3,725,434	3,837,197	3,952,813	4,070,682	4,193,009	4,318,789	
Total Operating Expense	4,947,873,051	5,203,436,782	5,316,325,762	5,409,537,665	5,516,816,357	5,631,373,204	5,743,722,756	5,864,978,315	5,983,712,227	6,114,635,944	
Earning before Interest and Tax	(510,763,636)	2,287,641,069	2,315,622,689	2,078,733,986	1,969,461,494	1,856,904,647	1,672,875,095	1,587,511,530	1,498,565,630	2,478,441,907	
Income Tax		191,836,172	191,955,752	191,836,172	191,836,172	191,836,172	191,773,054	191,604,687	191,836,172	192,784,708	
Earning After Tax	(510,763,636)	2,095,804,897	2,123,666,937	1,886,903,814	1,777,625,322	1,665,068,475	1,481,102,041	1,395,705,849	1,306,729,458	2,285,657,200	
Return on Investment		Net Profit/Total Investment * 100%									
Return on Investment Calculation		-24.69%	101.27%	102.60%	81.17%	85.89%	60.45%	71.56%	67.43%	63.13%	110.43%

Table 19 : Income Statement Projection

13. Analisa Resiko & *Exit Strategy*

Bisnis G&G adalah bisnis yang baru berdiri sehingga memiliki risiko - risiko seperti kegagalan dalam memprediksi penjualan, tren industri yang tidak terduga, kegagalan untuk bertahan dalam persaingan industri, dan munculnya kompetitor baru dalam bisnis yang sama. Maka dari itu, diperlukan rencana - rencana dan metode *exit strategy*.

Untuk risiko kegagalan dalam memprediksi penjualan, metode *exit strategy* yang dapat dilakukan adalah melakukan analisis kembali target pasar serta melakukan survei pasar. Untuk risiko tren industri yang tidak terduga, metode *exit strategy* yang dapat dilakukan adalah melakukan inovasi baru dan memperluas target pasar.

Untuk risiko kegagalan bertahan dalam persaingan industri, metode *exit strategy* yang dapat dilakukan adalah melakukan penggabungan dengan perusahaan lain atau likuidasi perusahaan. Untuk risiko kegagalan munculnya kompetitor baru dalam bisnis yang sama, metode *exit strategy* yang dapat dilakukan adalah melakukan penggabungan dengan perusahaan lain atau melakukan likuidasi perusahaan.