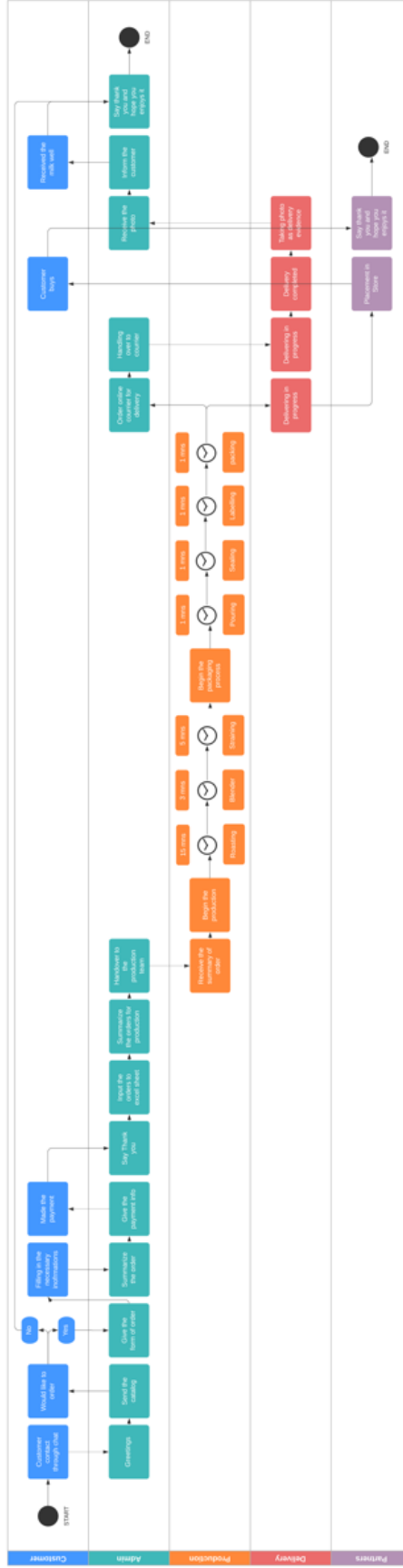


# Attachment 1. Business Process Flow



## Attachment 2. Capital Expenditure

<b>CAPITAL EXPENDITURE (CAPEX)</b>				
Item	Unit	Price/unit	Unit Needed	TOTAL
Blender	Unit	330.000	10	3.300.000
Cloth Filter	Unit	15.000	30	450.000
Non stick pan 20	Unit	180.000	8	1.440.000
Spatula	Unit	30.000	8	240.000
Mixing bowl	Unit	42.000	50	2.100.000
Sterilizer	Unit	375.000	1	375.000
Modena stove 4	Unit	3.950.000	2	7.900.000
Showcase chiller	Unit	4.000.000	1	4.000.000
Plastic measuring	Unit	19.500	15	292.500
<b>Total CAPEX Investment</b>				<b>20.097.500</b>
Total Capital Investment:				34.212.216



### Attachment 3. Operational Expenditure

OPERATING EXPENSE (OPEX)												
Period: 2022												
Expense Post	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
Operating Expense												
Employee Wage	-	-	-	-	-	-	-	-	-	-	2,500,000	2,500,000
Delivery Cost	2,000,000	2,000,000	2,000,000	4,000,000	2,000,000	4,000,000	4,000,000	4,000,000	6,000,000	6,000,000	6,000,000	10,000,000
Electricity and	300,000	360,000	432,000	518,400	440,640	622,080	746,496	895,795	1,074,954	1,289,945	1,547,934	1,857,521
Gas	30,000	36,000	43,200	51,840	44,064	62,208	74,650	89,580	107,495	128,995	154,793	185,752
Bazaar Stand	-	-	-	-	-	1,500,000	-	-	-	-	-	-
Cup	-	-	-	-	-	24,000	-	-	-	-	-	-
License fee (SPP-IRT)	50,000	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous expense license fee	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2,330,000</b>	<b>2,396,000</b>	<b>2,475,200</b>	<b>4,570,240</b>	<b>2,484,704</b>	<b>6,208,288</b>	<b>4,821,146</b>	<b>4,985,375</b>	<b>7,182,450</b>	<b>7,418,940</b>	<b>10,202,728</b>	<b>14,543,273</b>
Marketing Expense												
PR Package	582,587	-	-	-	-	-	-	-	-	-	-	-
Holiday Package	-	-	-	-	-	-	-	-	-	-	-	5,000,000
Free Milk	-	-	-	-	-	333,404	-	-	-	-	-	-
Endorsement	-	1,000,000	2,000,000	6,000,000	-	1,000,000	-	-	2,000,000	-	2,000,000	-
Discount	-	-	-	-	2,864,116	-	-	-	-	-	-	-
Instagram Ads	1,200,000	1,200,000	1,200,000	1,200,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	1,200,000
<b>Total</b>	<b>1,782,587</b>	<b>2,200,000</b>	<b>3,200,000</b>	<b>7,200,000</b>	<b>3,364,116</b>	<b>1,833,404</b>	<b>500,000</b>	<b>500,000</b>	<b>2,500,000</b>	<b>500,000</b>	<b>2,500,000</b>	<b>6,200,000</b>
<b>Grand Total</b>	<b>4,112,587</b>	<b>4,596,000</b>	<b>5,675,200</b>	<b>11,770,240</b>	<b>5,848,820</b>	<b>8,041,692</b>	<b>5,321,146</b>	<b>5,485,375</b>	<b>9,682,450</b>	<b>7,918,940</b>	<b>12,702,728</b>	<b>20,743,273</b>

## Attachment 4. Cost of Goods Sold

No.	Items	Packaging Qty	Unit	Price/P.Q	Price/Unit	Qty Used	Price Used
<b>Natural Hazelnut Milk (900ml)</b>							
1	Raw Hazelnuts	1.000	gram	221.000	221	84	18.564
2	Water	19.000	ml	20.000	1	1.100	1.158
3	Natural Honey	500	gram	38.800	78	65	5.044
Total							24.766
<b>1L Hazelnut Milk</b>							
1	Hazelnut Milk	1.000	ml	24.766	25	1.000	24.766
2	Plastic Bottle	10	pcs	50.000	5.000	1	5.000
4	Cable Ties	100	pcs	10.000	100	1	100
5	Plastic PE	100	pcs	19.000	190	1	190
6	Sticker	50	pcs	120.000	2.400	1	2.400
7	Thermafreeze	12	pcs	4.950	413	2	825
8	Cloth	15.000	cm2	17.000	1	25	28
9	Burlap rope	5.000	cm	5.200	1	30	31
Total							33.340
Selling Price							64.999
Margin							94,96%
<b>Hazelnut Milk 1L (Promotion 10% off)</b>							
1	Hazelnut Milk	1.000	ml	24.766	25	1.000	24.766
2	Plastic Bottle	10	pcs	50.000	5.000	1	5.000
4	Cable Ties	100	pcs	10.000	100	1	100
5	Plastic PE	100	pcs	19.000	190	1	190
6	Sticker	50	pcs	120.000	2.400	1	2.400
7	Thermafreeze	12	pcs	4.950	413	2	825
8	Cloth	15.000	cm2	17.000	1	25	28
9	Burlap rope	5.000	cm	5.200	1	30	31
Total							33.340
Selling Price							64.999
Margin							75,46%
Discount 10%							58.499
Plan Price							467.993
Rounding							468.000
<b>Individual Subscription Plan (8 bottle)</b>							
1	Hazelnut Milk	1.000	ml	24.766	25	1.000	24.766
2	Plastic Bottle	10	pcs	50.000	5.000	1	5.000
4	Cable Ties	100	pcs	10.000	100	1	100
5	Plastic PE	100	pcs	19.000	190	1	190
6	Sticker	50	pcs	120.000	2.400	1	2.400
7	Thermafreeze	12	pcs	4.950	413	2	825
8	Cloth	15.000	cm2	17.000	1	25	28
9	Burlap rope	5.000	cm	5.200	1	30	31
Total							33.340
Selling Price							64.999
Margin							75,46%
Discount 10%							58.499
Plan Price							467.993
Rounding							468.000
<b>Subscription Plan family of 3 (23 bottle)</b>							
1	Hazelnut milk	1.000	ml	24.766	25	1.000	24.766
2	Plastic Bottle	10	pcs	50.000	5.000	1	5.000
4	Cable Ties	100	pcs	10.000	100	1	100
5	Plastic PE	100	pcs	19.000	190	1	190
6	Sticker	50	pcs	120.000	2.400	1	2.400
7	Thermafreeze	12	pcs	4.950	413	2	825
8	Cloth	15.000	cm2	17.000	1	25	28
9	Burlap rope	5.000	cm	5.200	1	30	31
Total							33.340
Selling Price							64.999
Margin							71,56%
Discount 12%							57.199
Plan Price							1.315.580
Rounding							1.316.000

## Attachment 5. Cost for PR Package

Natural Hazelnut Milk Unsweetened (900ml)							
No.	Items	Packaging Qty	Unit	Price/P.Q	Price/Unit	Qty Used	Price Used
1	Raw Hazelnuts	1.000	gram	221.000	221	84	18.564
2	Water	19.000	ml	20.000	1	1.100	1.158
						Total	19.722
1L Hazelnut Milk							
1	Hazelnut Milk	1.000	ml	19.722	20	1.000	19.722
2	Plastic Bottle	10	pcs	50.000	5.000	1	5.000
4	Cable Ties	100	pcs	10.000	100	1	100
5	Plastic PE	100	pcs	19.000	190	1	190
6	Sticker	50	pcs	120.000	2.400	1	2.400
7	Thermafreeze	12	pcs	4.950	413	2	825
8	Cloth	15.000	cm2	17.000	1	25	28
9	Burlap rope	5.000	cm	5.200	1	30	31
10	Box	1	pcs	15.900	15.900	1	15.900
11	Synthetic grass	625	cm2	7.500	12	343	4.116
12	Wooden straw	1	pcs	3.100	3.100	1	3.100
13	Sterofoam	1.800	cm3	9.500	5	882	4.655
						Total	56.067
<b>Total PR Package produced</b>							<b>560.674</b>



## Attachment 6. Product Master

Product Master				
Products	COGS	Margin	Selling Price	Price Differential
Hazelnut Milk 1L	33.340	31.659	64.999	-
Hazelnut Milk 1L	33.340	25.159	58.499	6.500
Individual Subscription	266.723	201.277	468.000	-
Hazelnut Milk Subs of 3	766.830	549.170	1.316.000	-



## Attachment 7. Income Projection

Period:		Income Projection (SOCIAL MEDIA SALES)												
Product	2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Unit Sold for	300	360	432	518	-	-	622	746	896	1,075	1,290	1,548	1,838	9,645
Total Revenue	19,499,700	23,399,640	28,079,568	33,695,482	-	-	40,434,578	48,521,494	58,225,792	69,870,951	83,845,141	100,614,169	120,737,003	626,923,516
Total COGS	10,002,128	12,002,554	14,403,065	16,411,804	-	-	19,694,164	24,888,496	29,866,195	35,839,435	43,007,321	49,005,383	61,930,543	317,051,089
Net Income	9,497,572	11,397,086	13,676,503	17,283,678	-	-	20,740,413	23,632,997	28,359,597	34,031,516	40,837,819	51,608,786	58,806,460	309,872,427
<b>(PROMOTION: 10% off) Hazehut Milk 1L</b>														
Unit Sold for	-	-	-	-	-	441	-	-	-	-	-	-	-	441
Total Revenue	-	-	-	-	-	25,777,043	-	-	-	-	-	-	-	25,777,043
Total COGS	-	-	-	-	-	14,691,126	-	-	-	-	-	-	-	14,691,126
Net Income	-	-	-	-	-	11,085,917	-	-	-	-	-	-	-	11,085,917
Total Unit	300	360	432	518	441	441	622	746	896	1,075	1,290	1,548	1,838	10,086
Total Revenue	19,499,700	23,399,640	28,079,568	33,695,482	25,777,043	25,777,043	40,434,578	48,521,494	58,225,792	69,870,951	83,845,141	100,614,169	120,737,003	652,700,560
Total COGS	10,002,128	12,002,554	14,403,065	16,411,804	14,691,126	14,691,126	19,694,164	24,888,496	29,866,195	35,839,435	43,007,321	49,005,383	61,930,543	331,742,215
Total Net Income	9,497,572	11,397,086	13,676,503	17,283,678	11,085,917	11,085,917	20,740,413	23,632,997	28,359,597	34,031,516	40,837,819	51,608,786	58,806,460	320,958,344
<b>Individual Subscription Plan (8 bottles)</b>														
Package sold for	12	14	16	18	18	21	24	28	32	37	42	49	56	348
Number of	96	110	127	146	168	168	193	222	255	294	338	388	447	2,784
Total Revenue	5,616,000	6,458,400	7,427,160	8,541,234	9,822,419	11,295,782	12,990,149	14,938,672	17,179,472	19,756,393	22,719,852	26,127,830	30,162,736	162,873,364
Total COGS	3,200,681	3,680,783	4,232,901	4,867,836	5,590,011	6,437,713	7,403,370	8,513,875	9,790,957	11,259,600	12,948,540	14,890,821	17,223,588	92,823,088
Net Income	2,415,319	2,777,617	3,194,259	3,673,398	4,232,408	4,858,069	5,586,779	6,424,796	7,388,516	8,496,793	9,771,312	11,237,009	12,939,148	70,048,275
<b>Subscription Plan of 3 (23 bottles)</b>														
Package sold for	4	5	5	6	6	7	8	9	11	14	16	18	21	124
Number of	92	106	122	140	161	161	185	213	245	318	366	421	484	2,851
Total Revenue	5,264,000	6,053,600	6,961,640	8,005,886	9,206,769	10,587,784	12,175,952	14,002,345	16,086,870	18,523,048	21,317,531	24,473,531	28,014,621	143,152,621
Total COGS	3,067,319	3,527,417	4,056,530	4,665,009	5,364,761	6,169,475	7,094,896	8,159,131	9,387,826	10,886,870	12,637,585	14,673,585	17,014,723	85,068,616
Net Income	2,196,681	2,526,183	2,905,110	3,340,877	3,842,008	4,418,309	5,081,056	5,843,214	6,699,044	7,636,178	8,680,000	9,799,946	10,999,898	57,084,004
Total Package	16	18	21	24	28	32	37	43	51	62	70	81	94	472
Total Unit	188	216	249	286	329	378	435	500	594	704	809	938	1,098	5,636
Total Revenue	10,880,000	12,512,000	14,388,800	16,547,120	19,029,188	21,883,566	25,166,101	28,941,016	33,382,520	38,406,096	44,173,531	50,793,383	58,312,391	296,025,985
Total COGS	6,268,000	7,208,201	8,289,431	9,532,845	10,962,772	12,607,188	14,498,266	16,673,006	19,253,526	22,337,826	25,976,125	30,102,544	34,983,705	178,893,705
Total Net Income	4,612,000	5,303,799	6,099,369	7,014,275	8,066,416	9,276,378	10,667,835	12,268,010	14,084,694	16,069,270	18,197,406	20,696,838	23,328,687	117,132,280
Total Revenue	30,379,700	35,911,640	42,468,368	50,242,602	44,800,231	62,318,144	73,687,995	87,166,809	105,253,471	124,535,039	147,407,552	174,549,393	207,265,584	978,226,584
Total COGS	16,270,129	19,210,755	22,692,496	26,944,649	25,653,898	32,301,352	39,386,762	46,539,201	56,237,261	66,464,822	75,981,509	88,014,822	103,923,920	519,635,920
Total Net Income	14,109,571	16,700,885	19,775,872	24,297,953	19,146,333	30,016,792	34,301,232	40,627,607	49,016,210	58,070,218	71,426,044	86,534,571	103,341,663	458,590,664

## Attachment 8. Income Statement

INCOME STATEMENT												
Period:	2022											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Sales/Revenue	30,379,700	35,911,640	42,468,368	50,242,602	44,806,231	62,318,144	73,687,595	87,166,809	105,253,471	124,535,039	147,407,552	174,549,393
COGS	16,270,129	19,210,755	22,692,496	25,944,649	25,653,898	32,301,352	39,386,762	46,539,201	56,237,261	66,464,822	75,981,509	92,953,087
Gross Profit	14,109,571	16,700,885	19,775,872	24,297,953	19,152,333	30,016,792	34,300,832	40,627,607	49,016,210	58,070,218	71,426,044	81,596,307
Operating	2,330,000	2,396,000	2,475,200	4,570,240	2,484,704	6,208,288	4,821,146	4,985,375	7,182,450	7,418,940	10,202,728	14,543,273
Marketing	1,782,587	2,200,000	3,200,000	7,200,000	3,364,116	1,833,404	500,000	500,000	2,500,000	500,000	2,500,000	6,200,000
Total Expense	4,112,587	4,596,000	5,675,200	11,770,240	5,848,820	8,041,692	5,321,146	5,485,375	9,682,450	7,918,940	12,702,728	20,743,273
<b>Net Income</b>	<b>9,996,984</b>	<b>12,104,885</b>	<b>14,100,672</b>	<b>12,527,713</b>	<b>13,303,513</b>	<b>21,975,100</b>	<b>28,979,687</b>	<b>35,142,232</b>	<b>39,333,761</b>	<b>50,151,278</b>	<b>58,723,316</b>	<b>60,853,033</b>



## Attachment 9. Cashflow

CASH FLOW													
Period:	2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Capital	34,212,216	-	-	-	-	-	62,318,144	73,687,595	87,166,809	105,253,471	124,535,039	147,407,552	174,549,393
Cash Increase	30,379,700	35,911,640	42,468,368	44,806,231	50,242,602	44,806,231	40,343,045	44,707,908	52,024,576	65,919,711	74,383,761	88,684,236	113,696,360
Cash Decrease	20,382,716	23,806,755	28,367,696	31,502,718	37,714,889	31,502,718	40,343,045	44,707,908	52,024,576	65,919,711	74,383,761	88,684,236	113,696,360
Closing Cash	44,209,200	56,314,085	70,414,757	96,245,983	82,942,470	96,245,983	118,221,083	147,200,770	182,343,002	221,676,763	271,828,041	330,551,357	391,404,390