

Summary	
Project	Teras Bintaro
Address	Jalan Teras Bintaro, Bintaro, Pesangrahan, Jakarta Selatan
Property Type	Landed House
Infrastructure	RTB
Segment Customer	Retail
Status Kejasama	Non Exclusive

HP	43
Occupancy rate 92%	40
Target dari Oct 30%	12
Periode Kejasama	120

Project	HP	Periode Kejasama (Ttn)	Status Kejasama	Tingkat Okupansi	Target dari Oct. based	Average Investasi per HP (Rp)	Total Revenue (Rp)	Rev Share (%)	Biaya Biaya			Investasi (Rp)	CPE Cost (STR+OHT+DW) (Rp)	COGS (Rp)	Margin	
									Rev Share (Rp)	Biaya Sewa	One time fee				by Total Duration (Rp)	Break even Point (Ttn)
Teras Bintaro	43	10	Non Exclusive	40	12	1.957.465	416.208.000	0,0%	-	-	-	84.170.977	30.238.000	181.686.552	120.112.472	28,86%
																2,6

Prepared by :

Dirga Permiana  
Marketing Analyst

Checked by :

Maulidin Moko  
Product Management Div. Head

Approved by :

John Haryanto  
Budget & Crp Finance Dept. Head

Pio Paulus Sembiring  
Kadiv Finance Controller

25/9/18

Object	Teras Bintaro
Property Type	Apartment
HP	43 tenant
Occupancy rate 92%	40 tenant
Target dari Occ 30%	12 tenant dalam 1 th
Periode Kerjasama	120 bln

Landed House

Layanan	Harga Jual
Internet Up to 10 Mbps + Venus	299.000


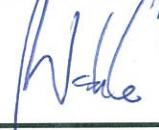
Free Titik Layanan	1 titik
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#### Forecast

New Sub	Tahun 1	Tahun 2	Tahun 3
1	1	0	0
2	1	0	0
3	1	0	0
4	2	0	0
5	2	0	0
6	2	0	0
7	1	0	0
8	1	0	0
9	1	0	0
10	0	0	0
11	0	0	0
12	0	0	0
<b>TOTAL</b>	<b>12</b>	<b>0</b>	<b>0</b>

Bulan	Tahun 1	Tahun 2	Tahun 3	Tahun 4
1	299.000	3.588.000	3.588.000	3.588.000
2	598.000	3.588.000	3.588.000	3.588.000
3	897.000	3.588.000	3.588.000	3.588.000
4	1.495.000	3.588.000	3.588.000	3.588.000
5	2.093.000	3.588.000	3.588.000	3.588.000
6	2.691.000	3.588.000	3.588.000	3.588.000
7	2.990.000	3.588.000	3.588.000	3.588.000
8	3.289.000	3.588.000	3.588.000	3.588.000
9	3.588.000	3.588.000	3.588.000	3.588.000
10	3.588.000	3.588.000	3.588.000	3.588.000
11	3.588.000	3.588.000	3.588.000	3.588.000
12	3.588.000	3.588.000	3.588.000	3.588.000
<b>TOTAL REVENUE</b>	<b>28.704.000</b>	<b>43.056.000</b>	<b>43.056.000</b>	<b>43.056.000</b>

TAHUN	REVENUE	REV SHARE
Tahun 1	28.704.000	-
Tahun 2	43.056.000	-
Tahun 3	43.056.000	-
Tahun 4	43.056.000	-
Tahun 5	43.056.000	-
Tahun 6	43.056.000	-
Tahun 7	43.056.000	-
Tahun 8	43.056.000	-
Tahun 9	43.056.000	-
Tahun 10	43.056.000	-
<b>TOTAL REVENUE</b>	<b>416.208.000</b>	-

Prepared By:	Approved By:
	
Dirga Permana Marketing Analyst	Wahyu Samudro Kadiv Sales Retail

Bulan	CPE Pelanggan	Jasa Instalasi	COGS Layanan
1	3.452.000	1.200.000	222.775
2	1.726.000	600.000	334.162
3	1.726.000	600.000	445.549
4	3.452.000	1.200.000	668.324
5	3.452.000	1.200.000	891.099
6	3.452.000	1.200.000	1.113.873
7	1.726.000	600.000	1.225.261
8	1.726.000	600.000	1.336.648
9	1.726.000	600.000	1.448.035
10	-	-	1.448.035
11	-	-	1.448.035
12	-	-	1.448.035
13	-	-	1.448.035
14	-	-	1.448.035
15	-	-	1.448.035
16	-	-	1.448.035
17	-	-	1.448.035
18	-	-	1.448.035
19	-	-	1.448.035
20	-	-	1.448.035
21	-	-	1.448.035
22	-	-	1.448.035
23	-	-	1.448.035
24	-	-	1.448.035
25	-	-	1.448.035
26	-	-	1.448.035
27	-	-	1.448.035
28	-	-	1.448.035
29	-	-	1.448.035
30	-	-	1.448.035
31	-	-	1.448.035
32	-	-	1.448.035
33	-	-	1.448.035
34	-	-	1.448.035
35	-	-	1.448.035
36	-	-	1.448.035
<b>TOTAL</b>	<b>22.438.000</b>	<b>7.800.000</b>	<b>46.782.680</b>

TAHUN	COGS
Tahun 1	12.029.832
Tahun 2	17.376.424
Tahun 3	17.376.424
Tahun 4	17.376.424
Tahun 5	17.376.424
Tahun 6	17.376.424
Tahun 7	17.376.424
Tahun 8	17.376.424
Tahun 9	17.376.424
Tahun 10	17.376.424
<b>TOTAL COGS</b>	<b>168.417.648</b>

TAHUN	CPE
Tahun 1	30.238.000
Tahun 2	-
Tahun 3	-
<b>TOTAL CPE</b>	<b>30.238.000</b>

Bulan	Sales Executive	Asst. Manager	Manager	Interest	Insurace
1	6.133	3.067	1.227	7.014	2.174
2	12.267	6.133	2.453	7.014	2.174
3	18.400	9.200	3.680	7.014	2.174
4	30.667	15.333	6.133	7.014	2.174
5	42.933	21.467	8.587	7.014	2.174
6	55.200	27.600	11.040	7.014	2.174
7	61.333	30.667	12.267	7.014	2.174
8	67.467	33.733	13.493	7.014	2.174
9	73.600	36.800	14.720	7.014	2.174
10	73.600	36.800	14.720	7.014	2.174
11	73.600	36.800	14.720	7.014	2.174
12	73.600	36.800	14.720	7.014	2.174
13	36.800	18.400	9.200	7.014	2.174
14	36.800	18.400	9.200	7.014	2.174
15	36.800	18.400	9.200	7.014	2.174
16	36.800	18.400	9.200	7.014	2.174
17	36.800	18.400	9.200	7.014	2.174
18	36.800	18.400	9.200	7.014	2.174
19	36.800	18.400	9.200	7.014	2.174
20	36.800	18.400	9.200	7.014	2.174
21	36.800	18.400	9.200	7.014	2.174
22	36.800	18.400	9.200	7.014	2.174
23	36.800	18.400	9.200	7.014	2.174
24	36.800	18.400	9.200	7.014	2.174
25	18.400	9.200	4.784	7.014	2.174
26	18.400	9.200	4.784	7.014	2.174
27	18.400	9.200	4.784	7.014	2.174
28	18.400	9.200	4.784	7.014	2.174
29	18.400	9.200	4.784	7.014	2.174
30	18.400	9.200	4.784	7.014	2.174
31	18.400	9.200	4.784	7.014	2.174
32	18.400	9.200	4.784	7.014	2.174
33	18.400	9.200	4.784	7.014	2.174
34	18.400	9.200	4.784	7.014	2.174
35	18.400	9.200	4.784	7.014	2.174
36	18.400	9.200	4.784	7.014	2.174
<b>TOTAL</b>	<b>1.251.200</b>	<b>625.600</b>	<b>285.568</b>	<b>252.513</b>	<b>78.279</b>

TAHUN	Sales Executive	Asst. Manager	Manager	Interest	Insurace
Tahun 1	588.800	294.400	117.760	84.171	26.093
Tahun 2	441.600	220.800	110.400	84.171	26.093
Tahun 3	220.800	110.400	57.408	84.171	26.093
Tahun 4	220.800	110.400	57.408	84.171	26.093
Tahun 5	220.800	110.400	57.408	84.171	26.093
Tahun 6	220.800	110.400	57.408	84.171	26.093
Tahun 7	220.800	110.400	57.408	84.171	26.093
Tahun 8	220.800	110.400	57.408	84.171	26.093
Tahun 9	220.800	110.400	57.408	84.171	26.093
Tahun 10	220.800	110.400	57.408	84.171	26.093
<b>TOTAL INSENTIF</b>	<b>2.796.800</b>	<b>1.398.400</b>	<b>687.424</b>	<b>841.710</b>	<b>260.930</b>



Bulan	USO/BHP	Bulan	USO/BHP	Bulan	USO/BHP
1	5.233	41	62.790	81	62.790
2	10.465	42	62.790	82	62.790
3	15.698	43	62.790	83	62.790
4	26.163	44	62.790	84	62.790
5	36.628	45	62.790	85	62.790
6	47.093	46	62.790	86	62.790
7	52.325	47	62.790	87	62.790
8	57.558	48	62.790	88	62.790
9	62.790	49	62.790	89	62.790
10	62.790	50	62.790	90	62.790
11	62.790	51	62.790	91	62.790
12	62.790	52	62.790	92	62.790
13	62.790	53	62.790	93	62.790
14	62.790	54	62.790	94	62.790
15	62.790	55	62.790	95	62.790
16	62.790	56	62.790	96	62.790
17	62.790	57	62.790	97	62.790
18	62.790	58	62.790	98	62.790
19	62.790	59	62.790	99	62.790
20	62.790	60	62.790	100	62.790
21	62.790	61	62.790	101	62.790
22	62.790	62	62.790	102	62.790
23	62.790	63	62.790	103	62.790
24	62.790	64	62.790	104	62.790
25	62.790	65	62.790	105	62.790
26	62.790	66	62.790	106	62.790
27	62.790	67	62.790	107	62.790
28	62.790	68	62.790	108	62.790
29	62.790	69	62.790	109	62.790
30	62.790	70	62.790	110	62.790
31	62.790	71	62.790	111	62.790
32	62.790	72	62.790	112	62.790
33	62.790	73	62.790	113	62.790
34	62.790	74	62.790	114	62.790
35	62.790	75	62.790	115	62.790
36	62.790	76	62.790	116	62.790
37	62.790	77	62.790	117	62.790
38	62.790	78	62.790	118	62.790
39	62.790	79	62.790	119	62.790
40	62.790	80	62.790	120	62.790

TAHUN	USO/BHP
Tahun 1	502.320
Tahun 2	753.480
Tahun 3	753.480
Tahun 4	753.480
Tahun 5	753.480
Tahun 6	753.480
Tahun 7	753.480
Tahun 8	753.480
Tahun 9	753.480
Tahun 10	753.480
<b>TOTAL USO/BHP</b>	<b>7.283.640</b>

Bulan	Rev Share	BOQ	COGS	CPE	NET
One Time / Sewa					-
1	-	(701.425)	(247.622)	(4.652.000)	(5.302.047)
2	-	(701.425)	(374.669)	(2.326.000)	(8.106.141)
3	-	(701.425)	(501.715)	(2.326.000)	(10.738.281)
4	-	(701.425)	(755.808)	(4.652.000)	(15.352.515)
5	-	(701.425)	(1.009.901)	(4.652.000)	(19.622.841)
6	-	(701.425)	(1.263.994)	(4.652.000)	(23.549.260)
7	-	(701.425)	(1.391.041)	(2.326.000)	(24.977.726)
8	-	(701.425)	(1.518.087)	(2.326.000)	(26.234.238)
9	-	(701.425)	(1.645.134)	(2.326.000)	(27.318.797)
10	-	(701.425)	(1.645.134)	-	(26.077.356)
11	-	(701.425)	(1.645.134)	-	(24.835.915)
12	-	(701.425)	(1.645.134)	-	(23.594.474)
13	-	(701.425)	(1.584.414)	-	(22.292.312)
14	-	(701.425)	(1.584.414)	-	(20.990.151)
15	-	(701.425)	(1.584.414)	-	(19.687.990)
16	-	(701.425)	(1.584.414)	-	(18.385.829)
17	-	(701.425)	(1.584.414)	-	(17.083.668)
18	-	(701.425)	(1.584.414)	-	(15.781.506)
19	-	(701.425)	(1.584.414)	-	(14.479.345)
20	-	(701.425)	(1.584.414)	-	(13.177.184)
21	-	(701.425)	(1.584.414)	-	(11.875.023)
22	-	(701.425)	(1.584.414)	-	(10.572.862)
23	-	(701.425)	(1.584.414)	-	(9.270.700)
24	-	(701.425)	(1.584.414)	-	(7.968.539)
25	-	(701.425)	(1.552.398)	-	(6.634.362)
26	-	(701.425)	(1.552.398)	-	(5.300.185)
27	-	(701.425)	(1.552.398)	-	(3.966.008)
28	-	(701.425)	(1.552.398)	-	(2.631.830)
29	-	(701.425)	(1.552.398)	-	(1.297.653)
30	-	(701.425)	(1.552.398)	-	36.524
31	-	(701.425)	(1.552.398)	-	1.370.701
32	-	(701.425)	(1.552.398)	-	2.704.878
33	-	(701.425)	(1.552.398)	-	4.039.056
34	-	(701.425)	(1.552.398)	-	5.373.233
35	-	(701.425)	(1.552.398)	-	6.707.410
36	-	(701.425)	(1.552.398)	-	8.041.587
37	-	(701.425)	(1.552.398)	-	9.375.764
38	-	(701.425)	(1.552.398)	-	10.709.942
39	-	(701.425)	(1.552.398)	-	12.044.119
40	-	(701.425)	(1.552.398)	-	13.378.296
41	-	(701.425)	(1.552.398)	-	14.712.473
42	-	(701.425)	(1.552.398)	-	16.046.650
43	-	(701.425)	(1.552.398)	-	17.380.827
44	-	(701.425)	(1.552.398)	-	18.715.005
45	-	(701.425)	(1.552.398)	-	20.049.182
46	-	(701.425)	(1.552.398)	-	21.383.359
47	-	(701.425)	(1.552.398)	-	22.717.536
48	-	(701.425)	(1.552.398)	-	24.051.713

Bulan	Rev Share	BOQ	COGS	CPE	NET
49	-	(701.425)	(1.552.398)	-	25.385.891
50	-	(701.425)	(1.552.398)	-	26.720.068
51	-	(701.425)	(1.552.398)	-	28.054.245
52	-	(701.425)	(1.552.398)	-	29.388.422
53	-	(701.425)	(1.552.398)	-	30.722.599
54	-	(701.425)	(1.552.398)	-	32.056.777
55	-	(701.425)	(1.552.398)	-	33.390.954
56	-	(701.425)	(1.552.398)	-	34.725.131
57	-	(701.425)	(1.552.398)	-	36.059.308
58	-	(701.425)	(1.552.398)	-	37.393.485
59	-	(701.425)	(1.552.398)	-	38.727.663
60	-	(701.425)	(1.552.398)	-	40.061.840
61	-	(701.425)	(1.552.398)	-	41.396.017
62	-	(701.425)	(1.552.398)	-	42.730.194
63	-	(701.425)	(1.552.398)	-	44.064.371
64	-	(701.425)	(1.552.398)	-	45.398.549
65	-	(701.425)	(1.552.398)	-	46.732.726
66	-	(701.425)	(1.552.398)	-	48.066.903
67	-	(701.425)	(1.552.398)	-	49.401.080
68	-	(701.425)	(1.552.398)	-	50.735.257
69	-	(701.425)	(1.552.398)	-	52.069.435
70	-	(701.425)	(1.552.398)	-	53.403.612
71	-	(701.425)	(1.552.398)	-	54.737.789
72	-	(701.425)	(1.552.398)	-	56.071.966
73	-	(701.425)	(1.552.398)	-	57.406.143
74	-	(701.425)	(1.552.398)	-	58.740.321
75	-	(701.425)	(1.552.398)	-	60.074.498
76	-	(701.425)	(1.552.398)	-	61.408.675
77	-	(701.425)	(1.552.398)	-	62.742.852
78	-	(701.425)	(1.552.398)	-	64.077.029
79	-	(701.425)	(1.552.398)	-	65.411.207
80	-	(701.425)	(1.552.398)	-	66.745.384
81	-	(701.425)	(1.552.398)	-	68.079.561
82	-	(701.425)	(1.552.398)	-	69.413.738
83	-	(701.425)	(1.552.398)	-	70.747.915
84	-	(701.425)	(1.552.398)	-	72.082.093
85	-	(701.425)	(1.552.398)	-	73.416.270
86	-	(701.425)	(1.552.398)	-	74.750.447
87	-	(701.425)	(1.552.398)	-	76.084.624
88	-	(701.425)	(1.552.398)	-	77.418.801
89	-	(701.425)	(1.552.398)	-	78.752.979
90	-	(701.425)	(1.552.398)	-	80.087.156
91	-	(701.425)	(1.552.398)	-	81.421.333
92	-	(701.425)	(1.552.398)	-	82.755.510
93	-	(701.425)	(1.552.398)	-	84.089.687
94	-	(701.425)	(1.552.398)	-	85.423.865
95	-	(701.425)	(1.552.398)	-	86.758.042
96	-	(701.425)	(1.552.398)	-	88.092.219

Bulan	Rev Share	BOQ	COGS	CPE	NET
97	-	(701.425)	(1.552.398)	-	89.426.396
98	-	(701.425)	(1.552.398)	-	90.760.573
99	-	(701.425)	(1.552.398)	-	92.094.751
100	-	(701.425)	(1.552.398)	-	93.428.928
101	-	(701.425)	(1.552.398)	-	94.763.105
102	-	(701.425)	(1.552.398)	-	96.097.282
103	-	(701.425)	(1.552.398)	-	97.431.459
104	-	(701.425)	(1.552.398)	-	98.765.637
105	-	(701.425)	(1.552.398)	-	100.099.814
106	-	(701.425)	(1.552.398)	-	101.433.991
107	-	(701.425)	(1.552.398)	-	102.768.168
108	-	(701.425)	(1.552.398)	-	104.102.345
109	-	(701.425)	(1.552.398)	-	105.436.523
110	-	(701.425)	(1.552.398)	-	106.770.700
111	-	(701.425)	(1.552.398)	-	108.104.877
112	-	(701.425)	(1.552.398)	-	109.439.054
113	-	(701.425)	(1.552.398)	-	110.773.231
114	-	(701.425)	(1.552.398)	-	112.107.409
115	-	(701.425)	(1.552.398)	-	113.441.586
116	-	(701.425)	(1.552.398)	-	114.775.763
117	-	(701.425)	(1.552.398)	-	116.109.940
118	-	(701.425)	(1.552.398)	-	117.444.117
119	-	(701.425)	(1.552.398)	-	118.778.295
120	-	(701.425)	(1.552.398)	-	120.112.472