

Summary	
Project	Menara Luminem
Address	Jalan Luminem 3 Barat, Cigugur Petamburan, Jakarta Barat
Property Type	Apartment
Infrastructure	FTTB
Segmen Customer	Retail
Status Kerjasama	Non Exclusive

HP	1369
Occupancy rate 80%	1095
Target dari Oc 25%	274
Periode Kerjasama	60

Project	HP	Periode Kerjasama (Ttn)	Status Kerjasama	Tingkat Okupansi	Target dari Oc- Based	Average Invested per-HP (Rp)	Total Revenue (Rp)	Rev Share (%)	Rev Share (Rp)	Biaya Sewa	One Time Fee	Total Biaya	Invested (Rp)	CPE Cost (STB+OIR+DW) (Rp)	COGS (Rp)	Margin by Total Duration (Rp)	Margin %	Breakeven Point (Ttn)
Menara Luminem	1.369	5	Non Exclusive	1.095	274	335.925	3.590.392.000	10,0%	359.039.200	-	-	359.039.200	228.932.764	655.932.000	1.499.583.575	846.904.461	23,59%	3.1

Prepared by:

Dirga Permara  
Marketing Analyst

Checked by:

Maulidin Moko  
Product Management Div, Head

Approved by:

Johan Saryanto  
Budget & Corp Finance Div, Head

Pio Paulus Sembiring  
Senior Finance Controller

Note: Baiknya team sales diarahkan untuk menjual minimal 15 Mbps + Venus (Rp. 363)

Karena

FM jual 12 Mbps + 1x1 Chanel (Rp 299rb + Rp 96rb)

↓  
Sewa Perangkat.

Impactnya profit marginnya akan naik menjadi 34%.

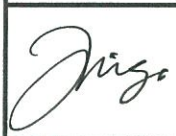

HP	1369	Layanan	Harga Jual
Occupancy rate 80%	1095	Internet Up to 10 Mbps + Venus	299.000
Target dari Occ 25%	274		
Periode Kerjasama	60 bln	Free Titik Layanan	2

#### Forecast

New Sub	Tahun 1	Tahun 2	Tahun 3	
1	12	12	12	
2	11	11	11	
3	10	10	10	
4	10	10	10	
5	9	9	9	
6	9	9	9	
7	7	7	7	
8	6	6	6	
9	6	6	6	
10	5	5	5	
11	4	3	3	
12	3	3	3	
<b>TOTAL</b>	<b>92</b>	<b>91</b>	<b>91</b>	<b>274</b>

Bulan	Tahun 1	Tahun 2	Tahun 3	Tahun 4
1	3.588.000	31.096.000	58.305.000	81.926.000
2	6.877.000	34.385.000	61.594.000	81.926.000
3	9.867.000	37.375.000	64.584.000	81.926.000
4	12.857.000	40.365.000	67.574.000	81.926.000
5	15.548.000	43.056.000	70.265.000	81.926.000
6	18.239.000	45.747.000	72.956.000	81.926.000
7	20.332.000	47.840.000	75.049.000	81.926.000
8	22.126.000	49.634.000	76.843.000	81.926.000
9	23.920.000	51.428.000	78.637.000	81.926.000
10	25.415.000	52.923.000	80.132.000	81.926.000
11	26.611.000	53.820.000	81.029.000	81.926.000
12	27.508.000	54.717.000	81.926.000	81.926.000
<b>TOTAL REVENUE</b>	<b>212.888.000</b>	<b>542.386.000</b>	<b>868.894.000</b>	<b>983.112.000</b>

TAHUN	REVENUE	REV SHARE
Tahun 1	212.888.000	21.288.800
Tahun 2	542.386.000	54.238.600
Tahun 3	868.894.000	86.889.400
Tahun 4	983.112.000	98.311.200
Tahun 5	983.112.000	98.311.200
Tahun 6	-	-
Tahun 7	-	-
Tahun 8	-	-
Tahun 9	-	-
Tahun 10	-	-
<b>TOTAL REVENUE</b>	<b>3.590.392.000</b>	<b>359.039.200</b>

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



Bulan	CPE Pelanggan	Jasa Instalasi	COGS Layanan
1	34.520.000	12.000.000	2.227.747
2	18.986.000	6.600.000	3.453.007
3	17.260.000	6.000.000	4.566.881
4	17.260.000	6.000.000	5.680.754
5	15.534.000	5.400.000	6.683.240
6	15.534.000	5.400.000	7.685.726
7	12.082.000	4.200.000	8.465.437
8	10.356.000	3.600.000	9.133.761
9	10.356.000	3.600.000	9.802.085
10	8.630.000	3.000.000	10.359.022
11	6.904.000	2.400.000	10.804.571
12	5.178.000	1.800.000	11.138.733
13	20.712.000	7.200.000	12.475.381
14	18.986.000	6.600.000	13.700.642
15	17.260.000	6.000.000	14.814.515
16	17.260.000	6.000.000	15.928.389
17	15.534.000	5.400.000	16.930.875
18	15.534.000	5.400.000	17.933.361
19	12.082.000	4.200.000	18.713.072
20	10.356.000	3.600.000	19.381.396
21	10.356.000	3.600.000	20.049.720
22	8.630.000	3.000.000	20.606.657
23	5.178.000	1.800.000	20.940.819
24	5.178.000	1.800.000	21.274.981
25	20.712.000	7.200.000	22.611.629
26	18.986.000	6.600.000	23.836.889
27	17.260.000	6.000.000	24.950.763
28	17.260.000	6.000.000	26.064.636
29	15.534.000	5.400.000	27.067.122
30	15.534.000	5.400.000	28.069.608
31	12.082.000	4.200.000	28.849.319
32	10.356.000	3.600.000	29.517.643
33	10.356.000	3.600.000	30.185.967
34	8.630.000	3.000.000	30.742.904
35	5.178.000	1.800.000	31.077.066
36	5.178.000	1.800.000	31.411.228
<b>TOTAL</b>	<b>486.732.000</b>	<b>169.200.000</b>	<b>637.135.547</b>

TAHUN	COGS
Tahun 1	90.000.965
Tahun 2	212.749.807
Tahun 3	334.384.775
Tahun 4	376.934.736
Tahun 5	376.934.736
Tahun 6	-
Tahun 7	-
Tahun 8	-
Tahun 9	-
Tahun 10	-
<b>TOTAL COGS</b>	<b>1.391.005.019</b>

TAHUN	CPE
Tahun 1	232.600.000
Tahun 2	211.666.000
Tahun 3	211.666.000
<b>TOTAL CPE</b>	<b>655.932.000</b>



Bulan	Sales Executive	Asst. Manager	Manager	Interest	Insurace
1	73.600	36.800	14.720	38.155	11.828
2	141.067	70.533	28.213	38.155	11.828
3	202.400	101.200	40.480	38.155	11.828
4	263.733	131.867	52.747	38.155	11.828
5	318.933	159.467	63.787	38.155	11.828
6	374.133	187.067	74.827	38.155	11.828
7	417.067	208.533	83.413	38.155	11.828
8	453.867	226.933	90.773	38.155	11.828
9	490.667	245.333	98.133	38.155	11.828
10	521.333	260.667	104.267	38.155	11.828
11	545.867	272.933	109.173	38.155	11.828
12	564.267	282.133	112.853	38.155	11.828
13	318.933	159.467	79.733	38.155	11.828
14	352.667	176.333	88.167	38.155	11.828
15	383.333	191.667	95.833	38.155	11.828
16	414.000	207.000	103.500	38.155	11.828
17	441.600	220.800	110.400	38.155	11.828
18	469.200	234.600	117.300	38.155	11.828
19	490.667	245.333	122.667	38.155	11.828
20	509.067	254.533	127.267	38.155	11.828
21	527.467	263.733	131.867	38.155	11.828
22	542.800	271.400	135.700	38.155	11.828
23	552.000	276.000	138.000	38.155	11.828
24	561.200	280.600	140.300	38.155	11.828
25	299.000	149.500	77.740	38.155	11.828
26	315.867	157.933	82.125	38.155	11.828
27	331.200	165.600	86.112	38.155	11.828
28	346.533	173.267	90.099	38.155	11.828
29	360.333	180.167	93.687	38.155	11.828
30	374.133	187.067	97.275	38.155	11.828
31	384.867	192.433	100.065	38.155	11.828
32	394.067	197.033	102.457	38.155	11.828
33	403.267	201.633	104.849	38.155	11.828
34	410.933	205.467	106.843	38.155	11.828
35	415.533	207.767	108.039	38.155	11.828
36	420.133	210.067	109.235	38.155	11.828
<b>TOTAL</b>	<b>14.385.733</b>	<b>7.192.867</b>	<b>3.422.645</b>	<b>1.373.597</b>	<b>425.815</b>

TAHUN	Sales Executive	Asst. Manager	Manager	Interest	Insurace
Tahun 1	4.366.933	2.183.467	873.387	457.866	141.938
Tahun 2	5.562.933	2.781.467	1.390.733	457.866	141.938
Tahun 3	4.455.867	2.227.933	1.158.525	457.866	141.938
Tahun 4	5.041.600	2.520.800	1.310.816	457.866	141.938
Tahun 5	5.041.600	2.520.800	1.310.816	457.866	141.938
Tahun 6	-	-	-	-	-
Tahun 7	-	-	-	-	-
Tahun 8	-	-	-	-	-
Tahun 9	-	-	-	-	-
Tahun 10	-	-	-	-	-
<b>TOTAL INSENTIF</b>	<b>24.468.933</b>	<b>12.234.467</b>	<b>6.044.277</b>	<b>2.289.328</b>	<b>709.692</b>



Bulan	USO/BHP	Bulan	USO/BHP	Bulan	USO/BHP
1	62.790	41	1.433.705	81	-
2	120.348	42	1.433.705	82	-
3	172.673	43	1.433.705	83	-
4	224.998	44	1.433.705	84	-
5	272.090	45	1.433.705	85	-
6	319.183	46	1.433.705	86	-
7	355.810	47	1.433.705	87	-
8	387.205	48	1.433.705	88	-
9	418.600	49	1.433.705	89	-
10	444.763	50	1.433.705	90	-
11	465.693	51	1.433.705	91	-
12	481.390	52	1.433.705	92	-
13	544.180	53	1.433.705	93	-
14	601.738	54	1.433.705	94	-
15	654.063	55	1.433.705	95	-
16	706.388	56	1.433.705	96	-
17	753.480	57	1.433.705	97	-
18	800.573	58	1.433.705	98	-
19	837.200	59	1.433.705	99	-
20	868.595	60	1.433.705	100	-
21	899.990	61	-	101	-
22	926.153	62	-	102	-
23	941.850	63	-	103	-
24	957.548	64	-	104	-
25	1.020.338	65	-	105	-
26	1.077.895	66	-	106	-
27	1.130.220	67	-	107	-
28	1.182.545	68	-	108	-
29	1.229.638	69	-	109	-
30	1.276.730	70	-	110	-
31	1.313.358	71	-	111	-
32	1.344.753	72	-	112	-
33	1.376.148	73	-	113	-
34	1.402.310	74	-	114	-
35	1.418.008	75	-	115	-
36	1.433.705	76	-	116	-
37	1.433.705	77	-	117	-
38	1.433.705	78	-	118	-
39	1.433.705	79	-	119	-
40	1.433.705	80	-	120	-

TAHUN	USO/BHP
Tahun 1	3.725.540
Tahun 2	9.491.755
Tahun 3	15.205.645
Tahun 4	17.204.460
Tahun 5	17.204.460
Tahun 6	-
Tahun 7	-
Tahun 8	-
Tahun 9	-
Tahun 10	-
<b>TOTAL USO/BHP</b>	<b>62.831.860</b>

Bulan	Rev Share	BOQ	COGS	CPE	NET
-------	-----------	-----	------	-----	-----



One Time / Sewa					
1	(358.800)	(3.815.546)	(2.465.640)	(46.520.000)	(49.571.986)
2	(687.700)	(3.815.546)	(3.863.152)	(25.586.000)	(76.647.384)
3	(986.700)	(3.815.546)	(5.133.617)	(23.260.000)	(99.976.247)
4	(1.285.700)	(3.815.546)	(6.404.082)	(23.260.000)	(121.884.575)
5	(1.554.800)	(3.815.546)	(7.547.500)	(20.934.000)	(140.188.421)
6	(1.823.900)	(3.815.546)	(8.690.919)	(20.934.000)	(157.213.786)
7	(2.033.200)	(3.815.546)	(9.580.244)	(16.282.000)	(168.592.777)
8	(2.212.600)	(3.815.546)	(10.342.523)	(13.956.000)	(176.793.446)
9	(2.392.000)	(3.815.546)	(11.104.802)	(13.956.000)	(184.141.794)
10	(2.541.500)	(3.815.546)	(11.740.035)	(11.630.000)	(188.453.875)
11	(2.661.100)	(3.815.546)	(12.248.221)	(9.304.000)	(189.871.742)
12	(2.750.800)	(3.815.546)	(12.629.360)	(6.978.000)	(188.537.449)
13	(3.109.600)	(3.815.546)	(13.627.678)	(27.912.000)	(205.906.273)
14	(3.438.500)	(3.815.546)	(14.969.530)	(25.586.000)	(219.330.849)
15	(3.737.500)	(3.815.546)	(16.189.395)	(23.260.000)	(228.958.290)
16	(4.036.500)	(3.815.546)	(17.409.260)	(23.260.000)	(237.114.596)
17	(4.305.600)	(3.815.546)	(18.507.138)	(20.934.000)	(241.620.880)
18	(4.574.700)	(3.815.546)	(19.605.017)	(20.934.000)	(244.803.143)
19	(4.784.000)	(3.815.546)	(20.458.922)	(16.282.000)	(242.303.611)
20	(4.963.400)	(3.815.546)	(21.190.841)	(13.956.000)	(236.595.399)
21	(5.142.800)	(3.815.546)	(21.922.760)	(13.956.000)	(230.004.505)
22	(5.292.300)	(3.815.546)	(22.532.693)	(11.630.000)	(220.352.044)
23	(5.382.000)	(3.815.546)	(22.898.652)	(6.978.000)	(205.606.242)
24	(5.471.700)	(3.815.546)	(23.264.612)	(6.978.000)	(190.419.100)
25	(5.830.500)	(3.815.546)	(24.208.190)	(27.912.000)	(193.880.336)
26	(6.159.400)	(3.815.546)	(25.520.693)	(25.586.000)	(193.367.975)
27	(6.458.400)	(3.815.546)	(26.713.878)	(23.260.000)	(189.031.800)
28	(6.757.400)	(3.815.546)	(27.907.063)	(23.260.000)	(183.197.809)
29	(7.026.500)	(3.815.546)	(28.980.930)	(20.934.000)	(173.689.785)
30	(7.295.600)	(3.815.546)	(30.054.796)	(20.934.000)	(162.833.728)
31	(7.504.900)	(3.815.546)	(30.890.026)	(16.282.000)	(146.277.199)
32	(7.684.300)	(3.815.546)	(31.605.937)	(13.956.000)	(126.495.982)
33	(7.863.700)	(3.815.546)	(32.321.848)	(13.956.000)	(105.816.076)
34	(8.013.200)	(3.815.546)	(32.918.440)	(11.630.000)	(82.061.263)
35	(8.102.900)	(3.815.546)	(33.276.396)	(6.978.000)	(53.205.104)
36	(8.192.600)	(3.815.546)	(33.634.351)	(6.978.000)	(23.899.602)
37	(8.192.600)	(3.815.546)	(33.634.351)	-	12.383.901
38	(8.192.600)	(3.815.546)	(33.634.351)	-	48.667.403
39	(8.192.600)	(3.815.546)	(33.634.351)	-	84.950.906
40	(8.192.600)	(3.815.546)	(33.634.351)	-	121.234.409
41	(8.192.600)	(3.815.546)	(33.634.351)	-	157.517.911
42	(8.192.600)	(3.815.546)	(33.634.351)	-	193.801.414
43	(8.192.600)	(3.815.546)	(33.634.351)	-	230.084.917
44	(8.192.600)	(3.815.546)	(33.634.351)	-	266.368.419
45	(8.192.600)	(3.815.546)	(33.634.351)	-	302.651.922
46	(8.192.600)	(3.815.546)	(33.634.351)	-	338.935.424
47	(8.192.600)	(3.815.546)	(33.634.351)	-	375.218.927
48	(8.192.600)	(3.815.546)	(33.634.351)	-	411.502.430

Bulan	Rev Share	BOQ	COGS	CPE	NET
49	(8.192.600)	(3.815.546)	(33.634.351)	-	447.785.932



50	(8.192.600)	(3.815.546)	(33.634.351)	-	484.069.435
51	(8.192.600)	(3.815.546)	(33.634.351)	-	520.352.937
52	(8.192.600)	(3.815.546)	(33.634.351)	-	556.636.440
53	(8.192.600)	(3.815.546)	(33.634.351)	-	592.919.943
54	(8.192.600)	(3.815.546)	(33.634.351)	-	629.203.445
55	(8.192.600)	(3.815.546)	(33.634.351)	-	665.486.948
56	(8.192.600)	(3.815.546)	(33.634.351)	-	701.770.451
57	(8.192.600)	(3.815.546)	(33.634.351)	-	738.053.953
58	(8.192.600)	(3.815.546)	(33.634.351)	-	774.337.456
59	(8.192.600)	(3.815.546)	(33.634.351)	-	810.620.958
60	(8.192.600)	(3.815.546)	(33.634.351)	-	846.904.461
61	(8.192.600)	-	(33.634.351)	-	887.003.510
62	(8.192.600)	-	(33.634.351)	-	927.102.558
63	(8.192.600)	-	(33.634.351)	-	967.201.607
64	(8.192.600)	-	(33.634.351)	-	1.007.300.656
65	(8.192.600)	-	(33.634.351)	-	1.047.399.704
66	(8.192.600)	-	(33.634.351)	-	1.087.498.753
67	(8.192.600)	-	(33.634.351)	-	1.127.597.802
68	(8.192.600)	-	(33.634.351)	-	1.167.696.850
69	(8.192.600)	-	(33.634.351)	-	1.207.795.899
70	(8.192.600)	-	(33.634.351)	-	1.247.894.948
71	(8.192.600)	-	(33.634.351)	-	1.287.993.996
72	(8.192.600)	-	(33.634.351)	-	1.328.093.045
73	(8.192.600)	-	(33.634.351)	-	1.368.192.094
74	(8.192.600)	-	(33.634.351)	-	1.408.291.143
75	(8.192.600)	-	(33.634.351)	-	1.448.390.191
76	(8.192.600)	-	(33.634.351)	-	1.488.489.240
77	(8.192.600)	-	(33.634.351)	-	1.528.588.289
78	(8.192.600)	-	(33.634.351)	-	1.568.687.337
79	(8.192.600)	-	(33.634.351)	-	1.608.786.386
80	(8.192.600)	-	(33.634.351)	-	1.648.885.435
81	(8.192.600)	-	(33.634.351)	-	1.688.984.483
82	(8.192.600)	-	(33.634.351)	-	1.729.083.532
83	(8.192.600)	-	(33.634.351)	-	1.769.182.581
84	(8.192.600)	-	(33.634.351)	-	1.809.281.629
85	(8.192.600)	-	(33.634.351)	-	1.849.380.678
86	(8.192.600)	-	(33.634.351)	-	1.889.479.727
87	(8.192.600)	-	(33.634.351)	-	1.929.578.775
88	(8.192.600)	-	(33.634.351)	-	1.969.677.824
89	(8.192.600)	-	(33.634.351)	-	2.009.776.873
90	(8.192.600)	-	(33.634.351)	-	2.049.875.921
91	(8.192.600)	-	(33.634.351)	-	2.089.974.970
92	(8.192.600)	-	(33.634.351)	-	2.130.074.019
93	(8.192.600)	-	(33.634.351)	-	2.170.173.067
94	(8.192.600)	-	(33.634.351)	-	2.210.272.116
95	(8.192.600)	-	(33.634.351)	-	2.250.371.165
96	(8.192.600)	-	(33.634.351)	-	2.290.470.213

Bulan	Rev Share	BOQ	COGS	CPE	NET
97	(8.192.600)	-	(33.634.351)	-	2.330.569.262
98	(8.192.600)	-	(33.634.351)	-	2.370.668.311

99	(8.192.600)	-	(33.634.351)	-	2.410.767.360
100	(8.192.600)	-	(33.634.351)	-	2.450.866.408
101	(8.192.600)	-	(33.634.351)	-	2.490.965.457
102	(8.192.600)	-	(33.634.351)	-	2.531.064.506
103	(8.192.600)	-	(33.634.351)	-	2.571.163.554
104	(8.192.600)	-	(33.634.351)	-	2.611.262.603
105	(8.192.600)	-	(33.634.351)	-	2.651.361.652
106	(8.192.600)	-	(33.634.351)	-	2.691.460.700
107	(8.192.600)	-	(33.634.351)	-	2.731.559.749
108	(8.192.600)	-	(33.634.351)	-	2.771.658.798
109	(8.192.600)	-	(33.634.351)	-	2.811.757.846
110	(8.192.600)	-	(33.634.351)	-	2.851.856.895
111	(8.192.600)	-	(33.634.351)	-	2.891.955.944
112	(8.192.600)	-	(33.634.351)	-	2.932.054.992
113	(8.192.600)	-	(33.634.351)	-	2.972.154.041
114	(8.192.600)	-	(33.634.351)	-	3.012.253.090
115	(8.192.600)	-	(33.634.351)	-	3.052.352.138
116	(8.192.600)	-	(33.634.351)	-	3.092.451.187
117	(8.192.600)	-	(33.634.351)	-	3.132.550.236
118	(8.192.600)	-	(33.634.351)	-	3.172.649.284
119	(8.192.600)	-	(33.634.351)	-	3.212.748.333
120	(8.192.600)	-	(33.634.351)	-	3.252.847.382