PV to Capital Ratio		**100%**		**120%**		**151%**		**180%**		**220%**
Target (minimum)		**100%**		**120%**		**150%**		**180%**		**220%**

ARAHome Permata Hijau

Profit and Loss Projection

Civil & Foundation Space (sqm)		200		200		200		200		200
Indoor Space & Semi Outdoor (sqm)		281.5		281.5		281.5		281.5		281.5
Outdoor Space (sqm)		131.5		131.5		131.5		131.5		131.5
Exterior / Parking Space (sqm)		177		177		177		177		177
Façade (sqm)		118		118		118		118		118
Cups/Day		**310**		**351**		**400**		**459**		**535**
Peoplepower		**5**		**6**		**6**		**7**		**8**
Revenue (Sales include PB1)	**Rookie**		**Basic**		**Competent**		**Expert**		**World Class**	
Drinks & Dessert	IDR	279,000,000	IDR	315,900,000	IDR	360,000,000	IDR	413,100,000	IDR	481,500,000
Bakeries & Snacks	IDR	181,350,000	IDR	205,335,000	IDR	234,000,000	IDR	268,515,000	IDR	312,975,000
Merchandise	IDR	16,740,000	IDR	18,954,000	IDR	21,600,000	IDR	24,786,000	IDR	28,890,000
Venue	IDR	-	IDR	-	IDR	-	IDR	-	IDR	-
Gross Sales (inc PB1)	**IDR**	**477,090,000**	**IDR**	**540,189,000**	**IDR**	**615,600,000**	**IDR**	**706,401,000**	**IDR**	**823,365,000**
Tax PB1	IDR	41,850,000	IDR	47,385,000	IDR	54,000,000	IDR	61,965,000	IDR	72,225,000
Disc & Promotion (online)	IDR	37,665,000	IDR	42,646,500	IDR	48,600,000	IDR	55,768,500	IDR	65,002,500
Net Sales	**IDR**	**397,575,000**	**IDR**	**450,157,500**	**IDR**	**513,000,000**	**IDR**	**588,667,500**	**IDR**	**686,137,500**
Expenses										
COGS Drinks & Desserts	IDR	63,409,091	IDR	71,795,455	IDR	81,818,182	IDR	93,886,364	IDR	109,431,818
COGS Bakeries & Snacks	IDR	49,459,091	IDR	56,000,455	IDR	63,818,182	IDR	73,231,364	IDR	85,356,818
COGS Merchandise & FMCG	IDR	6,087,273	IDR	6,892,364	IDR	7,854,545	IDR	9,013,091	IDR	10,505,455
Compensation	IDR	38,004,547	IDR	44,763,496	IDR	44,763,496	IDR	51,522,445	IDR	58,281,395
Store Achievement Incentive	IDR	993,938	IDR	2,250,788	IDR	5,130,000	IDR	8,830,013	IDR	13,722,750
Store Repair and maintenance	IDR	6,679,260	IDR	7,562,646	IDR	8,618,400	IDR	9,889,614	IDR	11,527,110
Service Charge (BM)	IDR	-	IDR	-	IDR	-	IDR	-	IDR	-
Marketing & Promotion	IDR	7,951,500	IDR	9,003,150	IDR	10,260,000	IDR	11,773,350	IDR	13,722,750
Other Expenses	IDR	11,927,250	IDR	13,504,725	IDR	15,390,000	IDR	17,660,025	IDR	20,584,125
Free Condiments & Stationary	IDR	3,975,750	IDR	4,501,575	IDR	5,130,000	IDR	5,886,675	IDR	6,861,375
Electricity, Water, Internet, Telp	IDR	14,312,700	IDR	16,205,670	IDR	18,468,000	IDR	21,192,030	IDR	24,700,950
Total Expenses	**IDR**	**202,800,399**	**IDR**	**232,480,322**	**IDR**	**261,250,805**	**IDR**	**302,884,970**	**IDR**	**354,694,546**
		21.09%		21.72%		21.01%		21.53%		21.77%
Gross Profit	**IDR**	**194,774,601**	**IDR**	**217,677,178**	**IDR**	**251,749,195**	**IDR**	**285,782,530**	**IDR**	**331,442,954**
Non-operating Income	IDR	41,850,000	IDR	47,385,000	IDR	54,000,000	IDR	61,965,000	IDR	72,225,000
Local Contribution and Fine	IDR	25,110,000	IDR	28,431,000	IDR	32,400,000	IDR	37,179,000	IDR	43,335,000
Non Operating Profit	**IDR**	**16,740,000**	**IDR**	**18,954,000**	**IDR**	**21,600,000**	**IDR**	**24,786,000**	**IDR**	**28,890,000**
Management Fee 10%	**IDR**	**41,431,500**	**IDR**	**46,911,150**	**IDR**	**53,460,000**	**IDR**	**61,345,350**	**IDR**	**71,502,750**
Land Rent	**IDR**	**31,806,000**	**IDR**	**36,012,600**	**IDR**	**41,040,000**	**IDR**	**47,093,400**	**IDR**	**54,891,000**
Rent Amortization	**IDR**	**-**	**IDR**	**-**	**IDR**	**-**	**IDR**	**-**	**IDR**	**-**
Net Profit / Month	**IDR**	**170,083,101**	**IDR**	**189,720,028**	**IDR**	**219,889,195**	**IDR**	**249,223,180**	**IDR**	**288,830,204**
Rent Investment (2yrs in advance)	IDR	-	IDR	-	IDR	-	IDR	-	IDR	-
Civil & Foundation	IDR	260,000,000	IDR	260,000,000	IDR	260,000,000	IDR	260,000,000	IDR	260,000,000
Interior Investment (indoor)	IDR	1,210,450,000	IDR	1,210,450,000	IDR	1,210,450,000	IDR	1,210,450,000	IDR	1,210,450,000
Open Space Investment (outdoor)	IDR	289,300,000	IDR	289,300,000	IDR	289,300,000	IDR	289,300,000	IDR	289,300,000
Entrance Exterior / Parking Investment	IDR	194,700,000	IDR	194,700,000	IDR	194,700,000	IDR	194,700,000	IDR	194,700,000
Façade Investment	IDR	129,800,000	IDR	129,800,000	IDR	129,800,000	IDR	129,800,000	IDR	129,800,000
Pre-opening & Initial Investment	IDR	500,000,000	IDR	500,000,000	IDR	500,000,000	IDR	500,000,000	IDR	500,000,000
License Fee (8yrs)	IDR	424,900,000	IDR	424,900,000	IDR	424,900,000	IDR	424,900,000	IDR	424,900,000
Total Investment (rounding)	**IDR**	**3,025,000,000**	**IDR**	**3,025,000,000**	**IDR**	**3,025,000,000**	**IDR**	**3,025,000,000**	**IDR**	**3,025,000,000**
ROI (months)		**17.8**		**15.9**		**13.8**		**12.1**		**10.5**

License Period		8	Years
Outlet Type		590	m² (include entrance & parking)
Required Storage Area (minimum)		22	m²
Required Back of House Area (minimum)		16	m²
Required Janitor Area (minimum)		8.5	m²
Seating Capacity (minimum)		167	Seats
Seating Capacity (maximum)		209	Seats
Required Toilet (minimum)		5	Toilet
Car Park Slot (available)		8	Car Slots
Required HVAC (±20%)		26	PK
Recommended Manpower		5 Peoplepower	inc store manager
Wage (City/Regency)	IDR	5,396,761	
Store Manager (estimation)	IDR	10,968,750	
PLN Power (approximate)		54,000	Volt Ampere
Water Tank Capacity (minimum)		9,500	Liter
ISP (minimum)		627	Mbps

Renovation Interior & Exterior Include :
1. Architecture design (3D, ambient graphic design, shop drawing, BQ)
2. Construction (civil, paint, flooring, tiling, panels, duct work, surfaces, furniture, lighting, mechanical, electrical, plumbing)
3. Supporting Electronics (PDAM water filter, stabilizer, HVAC-cassette, evaporative cooler, CCTV, sound system)
4. Supporting Mechanism (grease trap, water pump)

Renovation Interior & Exterior Exclude :
1. Electricity supply (new meter request / power up request)
2. Water supply (new meter request, groundwater drill and filter)
3. Building foundation and stuctural construction (new / addition / repair)
4. Pole / Pylon / Monument Sign / Totem Sign
5. Building permit (IMB, waste treatment)