**PT Sari Mandiri Tri Tama**
**Proyeksi Laba Rugi**
**Untuk periode Januari s.d Desember 2024**

| Uraian | Januari Tahun 2024 | | Februari Tahun 2024 | | Maret Tahun 2024 | | April Tahun 2024 | | Mei Tahun 2024 | | Juni Tahun 2024 | | Juli Tahun 2024 | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Pendapatan operasional** | | | | | | | | | | | | | | |
| **Penjualan bersih** | | | | | | | | | | | | | | |
| **Pendapatan** | | | | | | | | | | | | | | |
| Ticket | 40.123.034 | 5,03% | 249.669.793 | 17,74% | 18.000.000 | 1,09% | 161.944.045 | 9,79% | 131.321.068 | 7,94% | 12.413.057 | 0,75% | 80.356.487 | 4,86% |
| Hotel | 1.081.503 | 0,14% | 4.248.000 | 0,30% | 1.850.000 | 0,11% | 1.650.000 | 0,10% | 13.480.712 | 0,82% | 4.150.000 | 0,25% | 4.150.000 | 0,25% |
| Rental | 2.200.000 | 0,28% | 2.700.000 | 0,19% | - | 0,00% | 6.400.000 | 0,39% | 2.900.000 | 0,18% | 4.493.570 | 0,27% | 41.986.151 | 2,54% |
| Package | 119.356.307 | 14,96% | 294.115.606 | 20,90% | 19.423.582 | 1,17% | 99.892.585 | 6,04% | 208.032.173 | 12,58% | 161.022.647 | 9,74% | 105.423.363 | 6,37% |
| Jasa | - | 0,00% | 2.600.000 | 0,18% | 2.600.000 | 0,16% | - | 0,00% | - | 0,00% | 2.600.000 | 0,16% | 2.700.000 | 0,16% |
| Paket Umroh | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% |
| Paket Outbound | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | 50.500.000 | 3,05% | - | 0,00% |
| Paket Domestik | 59.500.000 | 7,46% | 196.798.911 | 13,98% | 31.939.466 | 1,93% | 62.000.000 | 3,75% | 62.854.986 | 3,80% | 69.156.598 | 4,18% | 91.239.565 | 5,52% |
| Biofarma | 575.419.626 | 72,14% | 657.229.607 | 46,70% | 493.649.786 | 29,85% | 490.239.160 | 29,64% | 448.942.862 | 27,14% | 632.857.858 | 38,26% | 851.365.120 | 51,47% |
| Kimia Farma | | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% |
| **Jumlah Pendapatan** | **797.680.469** | **100,00%** | **1.407.361.918** | **100,00%** | **567.462.834** | **34,31%** | **822.125.790** | **49,71%** | **867.531.801** | **52,45%** | **937.193.730** | **56,66%** | **1.177.220.686** | **71,18%** |
| **Harga Pokok Penjualan** | | | | | | | | | | | | | | |
| Ticket | 37.916.267 | 94,50% | 235.937.955 | 94,50% | 17.010.000 | 94,50% | 153.037.123 | 94,50% | 124.098.409 | 94,50% | 11.730.339 | 94,50% | 75.936.880 | 94,50% |
| Hotel | 973.353 | 90,00% | 3.823.200 | 90,00% | 1.665.000 | 90,00% | 1.485.000 | 90,00% | 12.132.641 | 90,00% | 3.735.000 | 90,00% | 3.735.000 | 90,00% |
| Rental | 1.980.000 | 90,00% | 2.430.000 | 90,00% | - | #DIV/0! | 5.760.000 | 90,00% | 2.610.000 | 90,00% | 4.044.213 | 90,00% | 37.787.536 | 90,00% |
| Package | 108.912.630 | 91,25% | 268.380.490 | 91,25% | 17.724.018 | 91,25% | 91.151.983 | 91,25% | 189.829.358 | 91,25% | 146.933.165 | 91,25% | 96.198.818 | 91,25% |
| Jasa | - | #DIV/0! | 2.340.000 | 90,00% | 2.340.000 | 90,00% | - | #DIV/0! | - | #DIV/0! | 2.340.000 | 90,00% | 2.430.000 | 90,00% |
| Paket Umroh | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! |
| Paket Outbound | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | 45.450.000 | 90,00% | - | #DIV/0! |
| Paket Domestik | 52.360.000 | 88,00% | 173.183.042 | 88,00% | 28.106.730 | 88,00% | 54.560.000 | 88,00% | 55.312.388 | 88,00% | 60.857.807 | 88,00% | 80.290.817 | 88,00% |
| Biofarma | 503.492.172 | 87,50% | 575.075.906 | 87,50% | 431.943.563 | 87,50% | 428.959.265 | 87,50% | 392.825.004 | 87,50% | 553.750.626 | 87,50% | 744.944.480 | 87,50% |
| **Jumlah Harga Pokok Penjualan** | **705.634.422** | **88,46%** | **1.261.170.593** | **89,61%** | **498.789.311** | **30,16%** | **734.953.371** | **44,44%** | **776.807.800** | **46,97%** | **828.841.149** | **50,11%** | **1.041.323.532** | **62,96%** |
| **Laba (Rugi) Kotor GOI** | **92.046.047** | **11,54%** | **146.191.324** | **10,39%** | **68.673.523** | **4,15%** | **87.172.419** | **5,27%** | **90.724.001** | **5,49%** | **108.352.581** | **6,55%** | **135.897.154** | **8,22%** |
| **Beban Usaha** | | | | | | | | | | | | | | |
| Beban Gaji | 76.568.230 | 9,60% | 76.008.230 | 5,40% | 123.109.922 | 7,44% | 76.008.230 | 4,60% | 78.493.230 | 4,75% | 77.808.230 | 4,70% | 79.833.230 | 4,83% |
| Beban Pemasaran | 3.339.235 | 0,42% | 4.921.235 | 0,35% | 27.842.365 | 1,68% | 2.297.625 | 0,14% | 2.293.685 | 0,14% | 3.328.235 | 0,20% | 2.688.354 | 0,16% |
| Beban Administrasi umum | 6.165.496 | 0,77% | 14.740.632 | 1,05% | 3.404.238 | 0,21% | 4.149.857 | 0,25% | 3.779.986 | 0,23% | 4.599.654 | 0,28% | 3.856.325 | 0,23% |
| **Jumlah beban Usaha** | **86.072.961** | **10,79%** | **95.670.097** | **6,80%** | **154.356.525** | **9,33%** | **82.455.712** | **4,99%** | **84.566.901** | **5,11%** | **85.736.119** | **5,18%** | **86.377.909** | **5,22%** |
| **Laba (Rugi) Usaha GOP** | **5.973.086** | **0,75%** | **50.521.227** | **3,59%** | **- 85.683.002** | **-5,18%** | **4.716.707** | **0,29%** | **6.157.100** | **0,37%** | **22.616.462** | **1,37%** | **49.519.245** | **2,99%** |
| **Beban Operasional** | | | | | | | | | | | | | | |
| Beban Fee Managemet | 2.500.000 | 0,31% | 2.500.000 | 0,18% | 2.500.000 | 0,15% | 2.500.000 | 0,15% | 2.500.000 | 0,15% | 2.500.000 | 0,15% | 2.500.000 | 0,15% |
| Beban Bunga | | 0,00% | | 0,00% | | 0,00% | | 0,00% | | 0,00% | | 0,00% | 3.333.333 | 0,20% |
| Beban Penyusutan | 860.698 | 0,11% | 860.698 | 0,06% | 860.698 | 0,05% | 860.698 | 0,05% | 860.698 | 0,05% | 860.698 | 0,05% | 860.698 | 0,05% |
| **Jumlah Beban Operasional** | **3.360.698** | **0,42%** | **3.360.698** | **0,24%** | **3.360.698** | **0,20%** | **3.360.698** | **0,20%** | **3.360.698** | **0,20%** | **3.360.698** | **0,20%** | **6.694.031** | **0,40%** |
| **Laba (rugi) Operasional** | **2.612.388** | **0,33%** | **47.160.529** | **3,35%** | **- 89.043.700** | **-5,38%** | **1.356.009** | **0,08%** | **2.796.402** | **0,17%** | **19.255.764** | **1,16%** | **42.825.214** | **2,59%** |
| **Pendapatan (Beban) Non Operasional** | 88.756 | 0,01% | 98.654 | 0,01% | 89.364 | 0,01% | 88.654 | 0,01% | 88.965 | 0,01% | 89.754 | 0,01% | 88.256 | 0,01% |
| **Laba (rugi) Sebelum pajak** | **2.701.144** | **0,34%** | **47.259.183** | **3,36%** | **- 88.954.336** | **-5,38%** | **1.444.663** | **0,09%** | **2.885.367** | **0,17%** | **19.345.518** | **1,17%** | **42.913.470** | **2,59%** |
| Beban pajak | | 0,00% | | 0,00% | | 0,00% | | 0,00% | | 0,00% | | 0,00% | | 0,00% |
| **Jumlah Beban pajak** | **-** | **0,00%** | **-** | **0,00%** | **-** | **0,00%** | **-** | **0,00%** | **-** | **0,00%** | **-** | **0,00%** | **-** | **0,00%** |
| **Laba (rugi) setelah pajak** | **2.701.144** | **0,34%** | **47.259.183** | **3,36%** | **- 88.954.336** | **-5,38%** | **1.444.663** | **0,09%** | **2.885.367** | **0,17%** | **19.345.518** | **1,17%** | **42.913.470** | **2,59%** |

**PT Sari Mandiri Tri Tama**
**Proyeksi Laba Rugi**
**Untuk periode Januari s.d Desember 2024**

*dalam rupiah*

| Uraian | Agustus Tahun 2024 | | September Tahun 2024 | | Oktober Tahun 2024 | | November Tahun 2024 | | Desember Tahun 2024 | | Januari s.d Desember Tahun 2024 | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Pendapatan operasional** | | | | | | | | | | | | |
| **Penjualan bersih** | | | | | | | | | | | | |
| **Pendapatan** | | | | | | | | | | | | |
| Ticket | 208.876.500 | 12,63% | 121.148.370 | 7,32% | 16.398.931 | 0,99% | 88.583.292 | 5,36% | 128.699.206 | 7,78% | 1.257.533.783 | 76,03% |
| Hotel | 3.850.000 | 0,23% | 1.754.025 | 0,11% | 1.306.588 | 0,08% | 6.316.439 | 0,38% | 5.453.195 | 0,33% | 49.290.462 | 2,98% |
| Rental | 5.500.000 | 0,33% | 5.500.000 | 0,33% | - | 0,00% | 3.469.337 | 0,21% | 4.032.000 | 0,24% | 79.181.058 | 4,79% |
| Package | 124.897.975 | 7,55% | 149.573.410 | 9,04% | 161.864.136 | 9,79% | 221.705.234 | 13,40% | 609.938.875 | 36,88% | 2.275.245.891 | 137,56% |
| Jasa | 2.600.000 | 0,16% | 2.600.000 | 0,16% | 2.700.000 | 0,16% | 5.400.000 | 0,33% | 5.500.000 | 0,33% | 29.300.000 | 1,77% |
| Paket Umroh | 390.000.000 | 23,58% | - | 0,00% | - | 0,00% | 390.000.000 | 23,58% | - | 0,00% | 780.000.000 | 47,16% |
| Paket Outbound | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | 50.500.000 | 3,05% |
| Paket Domestik | 73.244.509 | 4,43% | 131.005.293 | 7,92% | 130.251.237 | 7,88% | 136.011.870 | 8,22% | 393.324.207 | 23,78% | 1.437.326.643 | 86,90% |
| Biofarma | 804.778.912 | 48,66% | 468.536.720 | 28,33% | 556.141.047 | 33,62% | 555.622.024 | 33,59% | 507.014.596 | 30,65% | 7.041.797.318 | 425,75% |
| Kimia Farma | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% | - | 0,00% |
| **Jumlah Pendapatan** | **1.613.747.896** | **97,57%** | **880.117.818** | **53,21%** | **868.661.939** | **52,52%** | **1.407.108.196** | **85,07%** | **1.653.962.078** | **100,00%** | **13.000.175.154** | 786,00% |
| **Harga Pokok Penjualan** | | | | | | | | | | | | |
| Ticket | 197.388.293 | 94,50% | 114.485.210 | 94,50% | 15.496.990 | 94,50% | 83.711.211 | 94,50% | 121.620.749 | 94,50% | 1.188.369.425 | 94,50% |
| Hotel | 3.465.000 | 90,00% | 1.578.623 | 90,00% | 1.175.929 | 90,00% | 5.684.795 | 90,00% | 4.907.876 | 90,00% | 44.361.416 | 90,00% |
| Rental | 4.950.000 | 90,00% | 4.950.000 | 90,00% | - | #DIV/0! | 3.122.404 | 90,00% | 3.628.800 | 90,00% | 71.262.952 | 90,00% |
| Package | 113.969.402 | 91,25% | 136.485.736 | 91,25% | 147.701.024 | 91,25% | 202.306.026 | 91,25% | 556.569.223 | 91,25% | 2.076.161.876 | 91,25% |
| Jasa | 2.340.000 | 90,00% | 2.340.000 | 90,00% | 2.430.000 | 90,00% | 4.860.000 | 90,00% | 4.950.000 | 90,00% | 26.370.000 | 90,00% |
| Paket Umroh | 358.995.000 | 92,05% | - | #DIV/0! | - | #DIV/0! | 358.995.000 | 92,05% | - | #DIV/0! | 717.990.000 | 92,05% |
| Paket Outbound | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | - | #DIV/0! | 45.450.000 | 90,00% |
| Paket Domestik | 64.455.168 | 88,00% | 115.284.658 | 88,00% | 114.621.088 | 88,00% | 119.690.445 | 88,00% | 346.125.302 | 88,00% | 1.264.847.446 | 88,00% |
| Biofarma | 704.181.548 | 87,50% | 409.969.630 | 87,50% | 486.623.416 | 87,50% | 486.169.271 | 87,50% | 443.637.771 | 87,50% | 6.161.572.653 | 87,50% |
| **Jumlah Harga Pokok Penjualan** | **1.449.744.411** | **87,65%** | **785.093.857** | **47,47%** | **768.048.447** | **46,44%** | **1.264.539.152** | **76,46%** | **1.481.439.722** | **89,57%** | **11.596.385.767** | **701,13%** |
| **Laba (Rugi) Kotor GOI** | **164.003.485** | **9,92%** | **95.023.961** | **5,75%** | **100.613.491** | **6,08%** | **142.569.044** | **8,62%** | **172.522.357** | **10,43%** | **1.403.789.387** | **84,87%** |
| **Beban Usaha** | | | | | | | | | | | | |
| Beban Gaji | 79.428.230 | 4,80% | 79.023.230 | 4,78% | 79.833.230 | 4,83% | 79.023.230 | 4,78% | 79.023.230 | 4,78% | 984.160.451 | 59,50% |
| Beban Pemasaran | 3.576.235 | 0,22% | 2.294.765 | 0,14% | 4.336.923 | 0,26% | 2.428.235 | 0,15% | 2.346.245 | 0,14% | 61.693.137 | 3,73% |
| Beban Administrasi umum | 32.600.819 | 1,97% | 3.637.240 | 0,22% | 9.328.496 | 0,56% | 4.123.868 | 0,25% | 9.198.395 | 0,56% | 99.585.006 | 6,02% |
| **Jumlah beban Usaha** | **115.605.284** | **6,99%** | **84.955.235** | **5,14%** | **93.498.649** | **5,65%** | **85.575.333** | **5,17%** | **90.567.870** | **5,48%** | **1.145.438.594** | **69,25%** |
| **Laba (Rugi) Usaha GOP** | **48.398.201** | **2,93%** | **10.068.727** | **0,61%** | **7.114.842** | **0,43%** | **56.993.711** | **3,45%** | **81.954.487** | **4,96%** | **258.350.794** | **15,62%** |
| **Beban Operasional** | | | | | | | | | | | | |
| Beban Fee Managemet | 2.500.000 | 0,15% | 2.500.000 | 0,15% | 2.500.000 | 0,15% | 2.500.000 | 0,15% | 2.500.000 | 0,15% | 30.000.000 | 1,81% |
| Beban Bunga | 3.000.000 | 0,18% | 2.666.666 | 0,16% | 2.333.333 | 0,14% | 2.000.000 | 0,12% | 1.666.666 | 0,10% | 14.999.998 | 0,91% |
| Beban Penyusutan | 860.698 | 0,05% | 860.698 | 0,05% | 860.698 | 0,05% | 860.698 | 0,05% | 860.698 | 0,05% | 10.328.376 | 0,62% |
| **Jumlah Beban Operasional** | **6.360.698** | **0,38%** | **6.027.364** | **0,36%** | **5.694.031** | **0,34%** | **5.360.698** | **0,32%** | **5.027.364** | **0,30%** | **55.328.374** | **3,35%** |
| **Laba (rugi) Operasional** | **42.037.503** | **2,54%** | **4.041.363** | **0,24%** | **1.420.811** | **0,09%** | **51.633.013** | **3,12%** | **76.927.123** | **4,65%** | **203.022.420** | **12,27%** |
| **Pendapatan (Beban) Non Operasional** | 98.756 | 0,01% | 88.756 | 0,01% | 89.654 | 0,01% | 95.256 | 0,01% | 95.175 | 0,01% | 1.100.000 | 0,07% |
| **Laba (rugi) Sebelum pajak** | **42.136.259** | **2,55%** | **4.130.119** | **0,25%** | **1.510.465** | **0,09%** | **51.728.269** | **3,13%** | **77.022.298** | **4,66%** | **204.122.420** | **12,34%** |
| Beban pajak | | 0,00% | | 0,00% | | 0,00% | | 0,00% | | 0,00% | - | 0,00% |
| **Jumlah Beban pajak** | **-** | **0,00%** | **-** | **0,00%** | **-** | **0,00%** | **-** | **0,00%** | **-** | **0,00%** | **-** | **0,00%** |
| **Laba (rugi) setelah pajak** | **42.136.259** | **2,55%** | **4.130.119** | **0,25%** | **1.510.465** | **0,09%** | **51.728.269** | **3,13%** | **77.022.298** | **4,66%** | **204.122.420** | **12,34%** |