



LAMPIRAN

Lampiran 1. Invoice penjualan aktivitas *cycling* melalui situs airbnb Pagi

Date	Start Date	Guest	Listing	Amount
3/13/2020	3/12/2020	Brian Henderson	Biking through Bali's Hidden Beauty	911,998
3/9/2020	3/8/2020	Kelsey Schroeder + 1	Biking through Bali's Hidden Beauty	911,998
3/5/2020	3/4/2020	Aditya Raje	Biking through Bali's Hidden Beauty	911,998
TOTAL				2,735,995

Lampiran 2. Invoice penjualan aktivitas *cycling* melalui situs airbnb Siang





Date	Start Date	Guest	Listing	Paid Out
3/19/2020				28.62
3/19/2020	3/18/2020	Kenneth Shi	Awesome Afternoon Bike through Ubud	
3/17/2020				29.47
3/17/2020	3/16/2020	Glenn Leman	Awesome Afternoon Bike through Ubud	
3/4/2020				92.97
3/3/2020	3/2/2020	Ella Wong	Awesome Afternoon Bike through Ubud	
3/3/2020	3/2/2020	Boy Linders	Awesome Afternoon Bike through Ubud	
TOTAL				151.06

Date	Start Date	Guest	Listing	Paid Out
3/3/2020	3/2/2020	Janne Van Der Zalm	Backroads - beautiful Bali home stay	4,735,998
TOTAL				4,735,998



Lampiran 3. Contoh penerimaan pemesanan aktivitas *cycling* melalui situs *Viator*

12:14 PM 96

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... This is an instant confirmation booking, so no action is required.

See below for more details or [visit your dashboard to manage all bookings.](#)

Booking Details

Booking Reference: **BR-768867990**

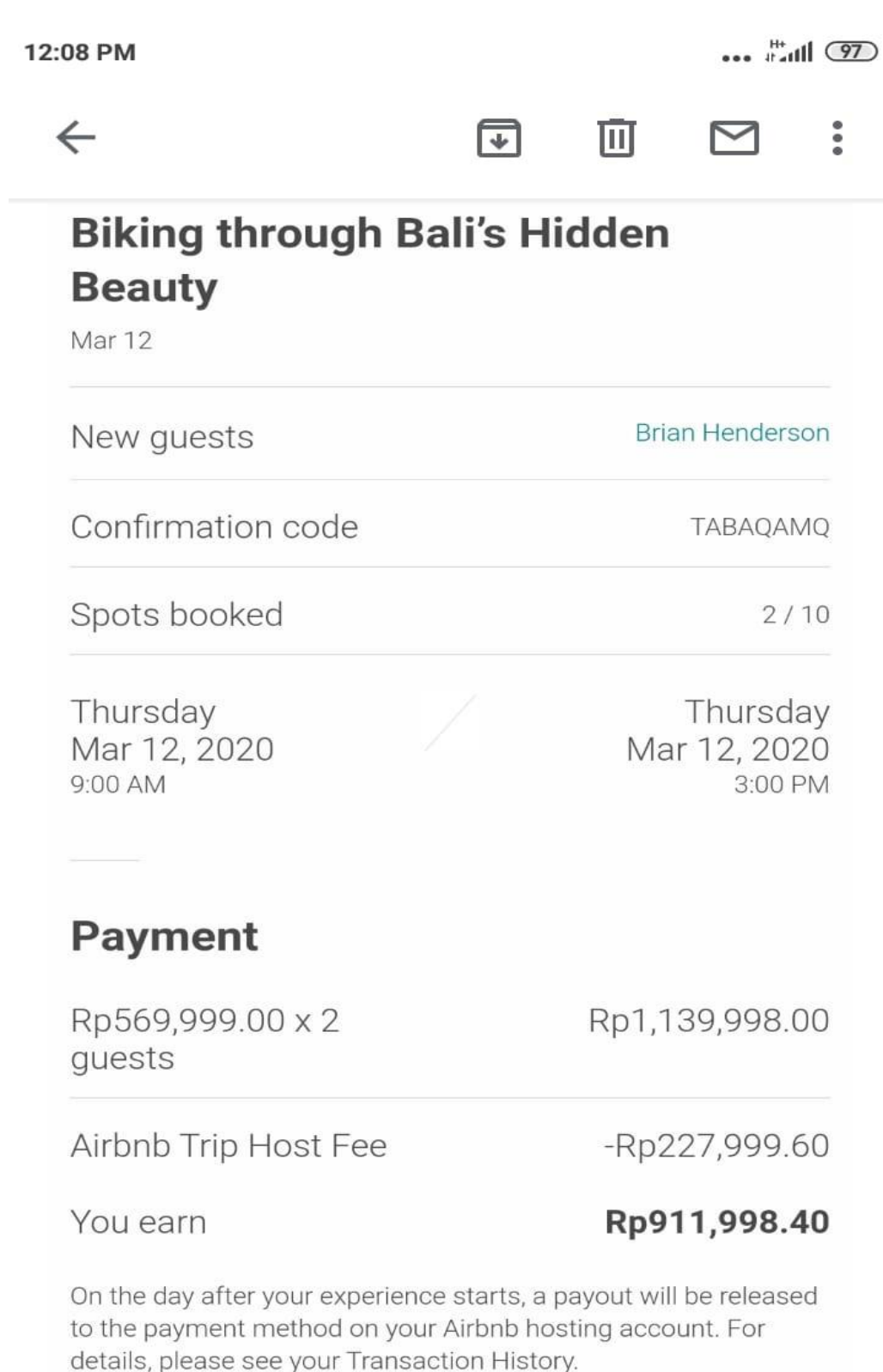
Tour Name: **Bali Downhill Cultural Cycling Tour**
Travel Date: **Thu, Jan 23, 2020**
Lead Traveler Name: **Nat White**
Traveler Names: Nat White , Peter Cerasuolo, Zavier Quince
Travelers: 3 Adults
Product Code: 25679P2
Tour Grade: 08:30
Tour Grade Code: DEFAULT~08:30
Location: Ubud, Indonesia
Net Rate: USD \$108.00
Hotel Pick Up: My hotel is not listed: Argasoko Bungalows - Monkey Forrest Road, Ubud
Passenger Heights: 165cm X 2 140cm X 1
Special Requirements: No
Phone: (Alternate Phone)+6281935401146 [Send the customer a message.](#)
Optional: [Acknowledge this booking for your records.](#)

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If you need help, log in to your account to [contact us.](#)

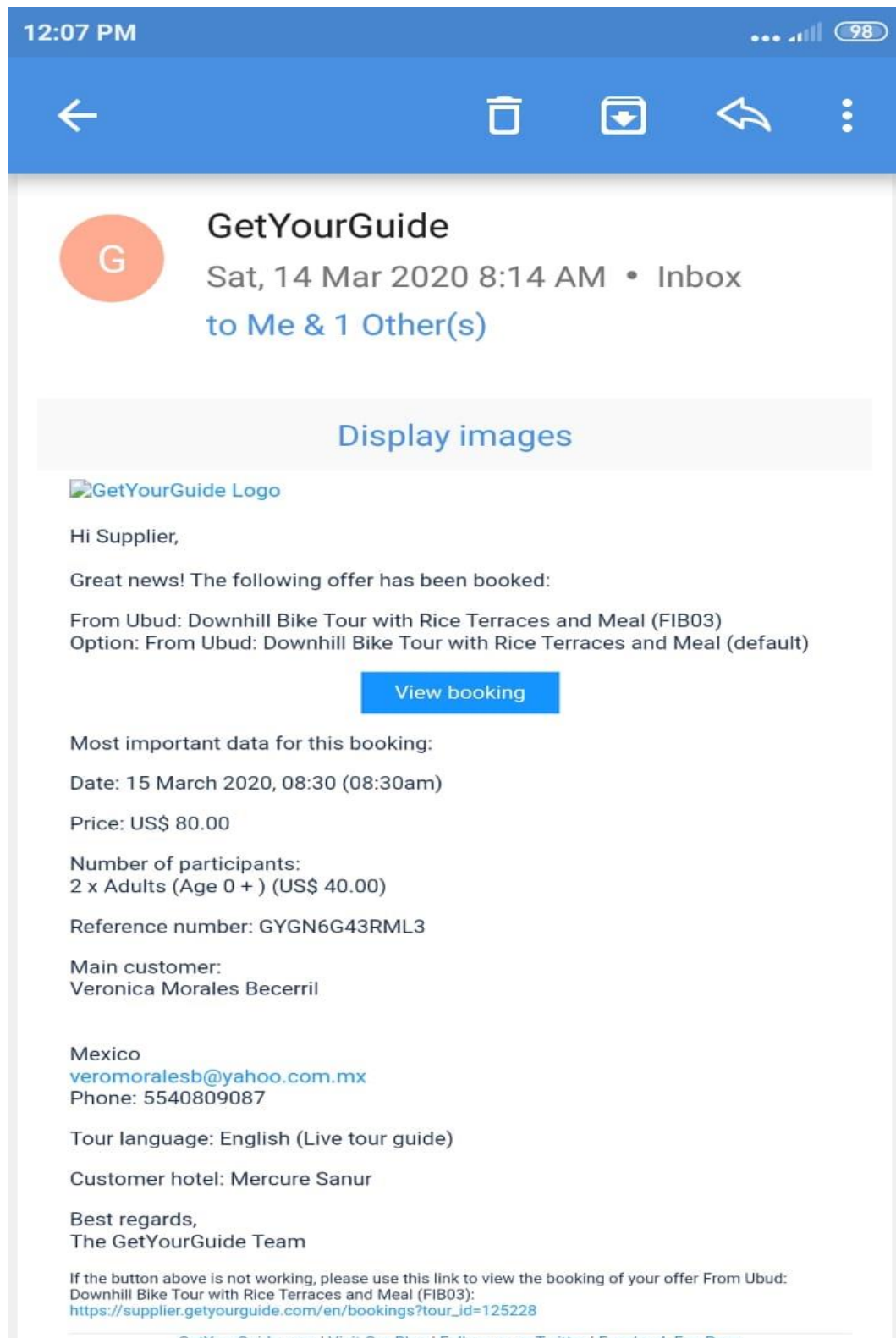
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Lampiran 4. Contoh penerimaan pemesanan aktivitas *cycling* melalui situs airbnb



Lampiran 5. Contoh penerimaan pemesanan aktivitas *cycling* melalui situs *Get Your Guide*



Lampiran 6. Penghargaan yang diperoleh perusahaan *Friend's in Bali Cycling Tour*.



Lampiran 7. Situs online yang bekerjasama dengan perusahaan *Friend's in Bali Cycling Tour*.



Lampiran 8. Laporan keuangan perusahaan *Friend's in Bali Cycling Tour* yang masih manual.

Laporan Akhir Tahun 2018

NO		2018											
		Januari	Februari	Maret	April	Mei	Juni	Juli	Agustus	September	Oktober	November	Desember
1	Total Customer	180 Pax	233 Pax	224 Pax	320 Pax	332 Pax	324 Pax	295 Pax	278 Pax	274 Pax	274 Pax	274 Pax	274 Pax
	- Visitor	26 Pax	26 Pax	25 Pax	30 Pax	34 Pax	36 Pax	36 Pax	36 Pax	36 Pax	36 Pax	36 Pax	36 Pax
	- Expeditor	-	1 Pax	2 Pax	2 Pax	-	-	-	-	-	-	-	-
	- G YG	6 Pax	8 Pax	8 Pax	24 Pax	25 Pax	25 Pax	25 Pax	25 Pax	25 Pax	25 Pax	25 Pax	25 Pax
	- C	-	3 Pax	2 Pax	2 Pax	-	-	-	-	-	-	-	-
	- C E	-	-	2 Pax	-	-	-	-	-	-	-	-	-
	- Direct	14 Pax	2 Pax	29 Pax	35 Pax	17 Pax	22 Pax	22 Pax	22 Pax	22 Pax	22 Pax	22 Pax	22 Pax
	- Airhub (a)	128 Pax	161 Pax	166 Pax	203 Pax	220 Pax	215 Pax	215 Pax	215 Pax	215 Pax	215 Pax	215 Pax	215 Pax
	- Airhub (a)	-	-	-	12 Pax	25 Pax	25 Pax	25 Pax	25 Pax	25 Pax	25 Pax	25 Pax	25 Pax
	- Off Line	6 Pax	22 Pax	10 Pax	14 Pax	11 Pax	11 Pax	11 Pax	11 Pax	11 Pax	11 Pax	11 Pax	11 Pax
2	Total Pengeluaran	69.069.054	89.574.840	101.618.070	124.4762.102	1316.107.360	1521.059.064	1720.143.502	1920.143.502	2120.143.502	2320.143.502	2520.143.502	2720.143.502
3	Total Operasional Cost	47.827.500	59.788.500	62.004.500	81.018.500	88.211.500	99.106.500	110.001.500	120.896.500	131.791.500	142.686.500	153.581.500	164.476.500
	- Title	260.000	80.000	200.000	120.000.000	120.000.000	120.000.000	120.000.000	120.000.000	120.000.000	120.000.000	120.000.000	120.000.000
	- Breakfast	2.610.000	3.435.000	3.727.000	4.635.000.000	4.660.000.000	4.685.000.000	4.710.000.000	4.735.000.000	4.760.000.000	4.785.000.000	4.810.000.000	4.835.000.000
	- Lunch	7.014.000	9.160.000	9.560.000	12.640.000.000	12.840.000.000	13.040.000.000	13.240.000.000	13.440.000.000	13.640.000.000	13.840.000.000	14.040.000.000	14.240.000.000
	- Campound	1.480.000	2.150.000	2.200.000	3.230.000.000	3.300.000.000	3.370.000.000	3.440.000.000	3.510.000.000	3.580.000.000	3.650.000.000	3.720.000.000	3.790.000.000
	- Guide	5.635.000	7.750.000	7.500.000	10.210.000.000	10.300.000.000	10.390.000.000	10.480.000.000	10.570.000.000	10.660.000.000	10.750.000.000	10.840.000.000	10.930.000.000
	- Transport	18.125.000	21.875.000	21.850.000	28.770.000.000	29.000.000.000	29.230.000.000	29.460.000.000	29.690.000.000	29.920.000.000	30.150.000.000	30.380.000.000	30.610.000.000
	- Sepeda	5.215.000	6.250.000	7.400.000	9.895.000.000	10.000.000.000	10.110.000.000	10.220.000.000	10.330.000.000	10.440.000.000	10.550.000.000	10.660.000.000	10.770.000.000
	- Sewing	4.900.000	5.275.000	6.300.000	7.180.000.000	7.300.000.000	7.420.000.000	7.540.000.000	7.660.000.000	7.780.000.000	7.900.000.000	8.020.000.000	8.140.000.000
	- Nosi	1.520.000	1.905.000	2.032.000	3.006.000.000	3.121.000.000	3.236.000.000	3.351.000.000	3.466.000.000	3.581.000.000	3.696.000.000	3.811.000.000	3.926.000.000
	- charity	-	-	-	282.000.000	-	-	-	-	-	-	-	-
	- Aquas	450.000	600.000	646.000	1.116.000.000	1.178.000.000	1.240.000.000	1.302.000.000	1.364.000.000	1.426.000.000	1.488.000.000	1.550.000.000	1.612.000.000
	- Insurance	512.500	512.500	512.500	512.500.000	512.500.000	512.500.000	512.500.000	512.500.000	512.500.000	512.500.000	512.500.000	512.500.000
	- Carany	-	-	27.000	54.000.000	107.000.000	160.000.000	213.000.000	266.000.000	319.000.000	372.000.000	425.000.000	478.000.000
	- Start Band	-	-	-	-	-	-	-	-	-	-	-	-
4	Profit kotor	29.781.063	37.384.090	49.914.520	66.1820.602	682.548.360	821.526.946	893.272.651	965.018.356	1.036.764.061	1.108.509.766	1.180.255.471	1.252.001.176
5	Company Cost	1.264.000	5.642.000	2.723.000	2.046.500	2.208.500	2.370.500	2.532.500	2.694.500	2.856.500	3.018.500	3.180.500	3.342.500
6	Fix Cost	-	-	500.000	1.000.000	2.000.000	3.000.000	4.000.000	5.000.000	6.000.000	7.000.000	8.000.000	9.000.000
7	Profit Bersih	28.517.063	31.742.090	46.621.520	63.174.102	65.579.840	817.256.446	890.736.156	962.473.856	1.034.211.556	1.105.949.256	1.177.686.956	1.249.424.656
8	Profit Kas	73.310.050	68.714.040	83.311.567	107.597.660	95.260.432	137.065.384	206.126.807	275.188.230	344.249.653	413.311.076	482.372.500	551.433.923



Lampiran 9. Laporan Keuangan *Friend's in Bali CyclingTour*

Laporan Keuangan		
Friend's in Bali cycling Tour		
ACTIVITY	TAHUN	
	2018 (Rp)	2019 (Rp)
TOTAL PENJUALAN	1.398.541.263	1.309.206.292
Viator FIB	-	154 orang
Viator BHB	413 orang	317 orang
Get Your Guide	395 orang	1042 orang
Airbnb(M)	1753 orang	902 orang
Rezgo	-	77 orang
Expedia	55 orang	31 orang
Cruise	21 orang	4 orang
Offline	218 orang	571 orang
Dirrect	253 orang	115 orang
Airbnb(A)	288 Orang	105 orang
TOTAL OPERATIONAL COST	887.122.500	839.381.500
PROFIT MOBIL	-	67.864.000
PROFIT KOTOR	628.689.015	453.648.273
COMPANY COST	42.497.000	4.462.000
FIX COST	75.739.000	126.697.000
KOMISI KOPI	-	55.112.000
PAJAK	-	14.872.651
PROFIT BERSIH	510.453.064	268.988.084

Sumber: Perusahaan *Friend's in Bali Cycling Tour*

