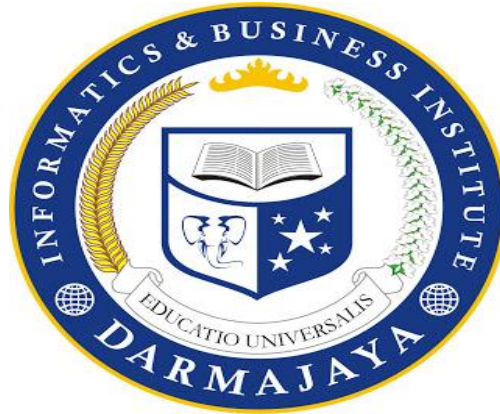


**PRACTICE WORK RESULTS REPORT
MANJAH JUICE SALES FINANCIAL STATEMENT AFTER
COLLABORATION with PT NUTRIFOOD INDONESIA**



ARRANGED BY

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2020/2021**

VALIDITY SHEET

PRACTICE WORK RESULTS REPORT

**Cash Financial Report for Sales of Manjah Juice After Collaborating with
PT Nutrifood Indonesia**

By:

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I hereby declare that all the information that I have presented above is true.

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Bandar Lampung, 28 September 2020

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SUMMARY

PT Nutrifood Indonesia (NFI) is a national private company engaged in the food and beverage industry, especially food and beverages, which provide benefits for freshness, health, and international quality appearance. Currently PT Nutrifood Indonesia is releasing its new product, namely lokalat, coffee drinks with contemporary tastes because the market segment is young people. One way to be able to market its new products is by working with beverage sellers or online merchants who target young people.

In this case, PT Nutrifood Indonesia collaborates with one of the online merchants in Bandar Lampung, namely Manjah Juice. With this collaboration, the company hopes that there will be collaboration from both parties, namely mutually beneficial cooperation between the two parties.

The impact of this collaboration is that it can be seen from the financial statements of online merchant Manjah Juice, which has experienced an increase in revenue because PT. Nutrifood Indonesia helps promote Manjah Juice online merchants.

Keywords: Online Merchant Manjah Juice, PT Nutrifood Indonesia, Income

FOREWORD

Praise be to God Almighty for all His grace and guidance so that the author can complete the Job Training report properly and on time.

The preparation of this practical work report is composed of support from various parties so that this report can be completed properly. Therefore the authors would like to thank:

1. God Almighty, who has given favors and gifts to his creatures so that the author can complete this Job Training report.
2. Mr. M. Rafiq SE, M.Si. as the lecturer for practical work at the Darmajaya Institute of Informatics and Business
3. All PT Nutrifood employees who have shared knowledge and experience with us so that we can complete this report. Especially to Ms. Vio, the writer thanks her for her guidance.
4. Parents, brothers Amelia Alya Rohali and Nucky Indriana Sari always pray and give support to the author so that they can complete this practical work report properly.
5. And parties that can not be mentioned individually by the author, who has helped a lot during this practical work from the beginning to the preparation of the report.

The author realizes that in the preparation of this Job Training report is still not perfect, for that the author expects criticism and suggestions that are constructive and supportive for the perfection of this Job Training report.

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CHAPTER 1

PRELIMINARY

1.1 Background

Seeing the increasingly advanced development of science and technology, there are now demands for teaching methods and the need for improving educational materials. So the Darmajaya Institute of Informatics and business (IBI Darmajaya), as an academic institution oriented towards Information and Business science, establishes a flexible curriculum and is able to accommodate existing developments. One of them is by giving practical work courses to IBI Darmajaya students.

With practical work students are required to be able to understand and understand work in the field. All students are not only required to have knowledge of information and business alone, but what is more important is that students have the skills and abilities to apply the knowledge they have.

Practical work is also a practical step in preparing students to be agile, expert, responsible and skilled in their lives in the world of work. And it is hoped that students will get a picture of the real world of work, so that there is no impression of being stiff or awkward when they enter the real world of work.

Job Training is the application of lessons that have just been developed within the faculty of IBI Darmajaya, which are then practiced in the field, in this case the real world of work. The Job Training program activities provide educational and research elements.

Education carried out by students in the Job Training program is by introducing students to the world of office work which is introduced directly by someone who is experienced in the office. And vice versa, for students of the KP / Job Training program, students do work that they have not done in their daily activities, but they have to do work in other fields without having to interfere with their business work, but are still in the company environment. where they work.

Job Training is a course with a load of 4 credits (Semester Credit System) and is carried out by undergraduate (S1) students who have met certain requirements and have also completed a predetermined number of credits. Practical work in the

education curriculum is a demand in the era of globalization and a competency requirement for college graduates.

In the business world, human resources are needed who are highly qualified, honest and satisfying, smart and smart and have a good educational background, so in this case the Darmajaya Institute of Informatics and Business (IBI Darmajaya) makes this internship program a requirement for students who wish to completed his field of study. The reason for holding this study program is to create a reciprocal relationship between the two businesses as job opportunities creators and the world of education as a provider of educated workforce. In addition, in practical work, efforts are made so that students really understand the responsibilities that must be carried out in the world of work.

1.2 Scope of the Job Training Program

Job Training is a means of operating training where a person is placed in a real environment to develop skills, attitudes and responsibilities in performing tasks and applying the knowledge gained from educational institutions and realizing it in work.

1.3 Benefits and Objectives of the Job Training Program

1.3.1 Benefits of Job Training

Job Training has enormous benefits for students, universities, companies and the community, as for the benefits of Job Training, among others:

1. Benefits and practical work for students as follows:
 - a. Students can apply and improve the knowledge gained in lectures.
 - b. Adding insight to every student about the world of work.
 - c. Add and improve skills and expertise in the field of practice.
2. The benefits of practical work for universities are as follows:
 - a. The occurrence of "bilateral" cooperation between universities and agencies.

- b. Higher education institutes will be able to improve the quality of their graduates through practical work experience.
- 3. The benefits of practical work for companies are as follows:
 - a. Maintain good relationships with educational institutions or universities.
 - b. Can help ease employee duties.
 - c. Can exchange knowledge with students who do practical work.

1.3.2 Purpose of Job Training

With this practical work, students are expected to be able to apply the knowledge gained in college to the world of work and gain new knowledge and experiences in the world of work. The objectives of practical work are as follows:

1. Developing the knowledge gained in college and applying it to the world of work.
2. Train students to become disciplined, responsible and forward thinking people.
3. To develop students' way of thinking so that they can develop their abilities more quickly

1.4 Time and Implementation of Job Training

1.4.1 Job Training Time

Job Training time is carried out for 2.5 months. Starting from 22 July 2020 to 30 September 2020.

1.4.2 Place of Job Training Implementation

Implementation of Job Training is carried out on:

Company Name: PT. Perdhana Adhi Lestari

Phone Number: 072126390

Place: Jl. Soekarno Hatta 100 Sukabumi - Bandar Lampung

1.5 Writing system

Systematics is an explanation of the contents of each Chapter, starting from Chapters I to V. Where this description provides a direct description of the sides

of each of the Chapters in this appendix, the following is the systematic of the report:

1. Chapter I Introduction

This chapter discusses the Background of the Job Training Program, the Scope of Work for the Job Training Program, the benefits and objectives of the Job Training Program, and Writing Systematics.

2. CHAPTER II Company Overview

This chapter contains the history of the Company, the Vision and Mission of the Company, the Line of Business / General Activities of the Company, the Location of the Company, and the Organizational Structure.

3. CHAPTER III Company Problems

This chapter contains the analysis of problems faced by the company. Theory foundations in the company and program design to be carried out by the company.

4. CHAPTER IV Results and Discussion

This chapter contains activities and observations as well as knowledge obtained during the implementation of Pratek Work (KP) at PT Nutrifood. Also describes the obstacles faced and how to solve them.

5. CHAPTER V Conclusions and Suggestions

This chapter contains the conclusions obtained after implementing Job Training (KP) and suggestions from the results of the implementation of Job Training (KP) at PT Nutrifood.

CHAPTER II

A GENERAL DESCRIPTION OF THE COMPANY

2.1 History of PT. Nutrifood Indonesia

PT Nutrifood Indonesia (NFI) is a national private company engaged in the food and beverage industry, especially food and beverages that provide benefits for freshness, health, and international quality appearance. Founded on February 2, 1979 in Semarang at the initiative of Mr. Hari Budiarto Darmawan, M.Sc, then on November 2, 1980 it was legalized by the minister of justice RI No. 5/586/2. Initially the head office of PT Nutrifood Indonesia was located at Jalan Tanah Abang III No.31 Jakarta, while the factory was located in Semarang, the products of which were in the form of syrup, instant powder drinks and dairy products.

In February 1995, the head office of PT Nutrifood Indonesia moved to Jl. Rawabali II / No.3, Pulo Gadung Industrial Estate, East Jakarta, while the two factories namely Indonesian Sweetener (Tropicana Slim) and Indonesian fruit juice (Nutri Sari) were moved to Jl. Raya Ciawi No.280 A, Ciawi, Bogor since April 1980. The relocation was aimed at developing the company and making services easier for consumers. PT Nutrifood Indonesia implements a quality system to obtain products that are consistent and according to standards, and to gain international recognition. As proof, in 1994 PT Nutrifood Indonesia obtained an international quality system standard certificate, namely ISO 9002: 1987,

2.2 Vision and Mission of PT. Nutrifood Indonesia

2.2.1 Vision of PT. Nutrifood Indonesia

Vision: Helping our customers to achieve a longer healthy life through our reputable a leading brands.

Nutrifood Indonesia always strives to be a pioneer and market leader in providing solutions or the right way to customers to achieve a healthier, more enjoyable and meaningful life, both now and in the future.

2.2.2 Mission of PT. Nutrifood Indonesia

Mission: Inspiring a nutritious life.

To realize this mission, Nutrifood strives to understand customers in every phase of life they experience, identify their unique needs, and provide solutions; especially through nutritious products and services to achieve a healthier and better quality life. Nutrifood is here to inspire a nutritious life.

Nutrifood's main business values are:

- Nutrifood emphasizes on integrity and long-term business sustainability. We try to consider the long-term impact in every decision making, committed to providing solutions that have been tested effective.
- Nutrifood moves as a boutique company which has character, unique, innovative, and premium.
- Nutrifood believes that prevention is better than cure. Therefore, we provide products and services that are preventive for the benefit of our customers.
- Nutrifood believes that health and enjoyment go hand in hand. The various products and services that we provide are a combination of something healthy, delicious and easy to consume.

2.3 Line of Business of PT. Nutrifood Indonesia

Consisting of many products, namely L-Men, NutriSari, HiLo, W'dank and Tropicana Slim (source: www.nutrifood.co.id)

1. L-Men
 - L-Men Loseweight
 - L-Men Gainmass
 - L-Men Platinum
 - L-Men Advanced
 - L-Men Daily
2. NutriSari
 - American Sweet Orange

- Brazilian Sweet Orange
- Florida Orange
- Jeju Orange
- Extra Sweet Orange
- Manado oranges
- Sweet orange
- Lime
- Squeezed Orange
- Grape
- Young coconut
- Lychee
- Lemon Tea
- Soursop
- Strawberries
- Sweet Guava
- Sweet Mango

3. Hilo

- Hilo Ready to Drink
- Hilo Chocolate
- Hilo Chocolate Avocado
- Hilo Active
- Hilo Belgian Chocolate
- Hilo Gold
- Hilo Platinum
- Hilo Yoghurt Smoothie Bowl
- Hilo Teen
- Hilo School
- Hilo Chocolate Banana
- Hilo Thai Tea

4. W'Dank

- W'Dank Coffee Coconut Latte

- W'Dank Sarabba
 - W'Dank Lokalate Coffee
5. Tropicana Slim
- a. Sugar Free Products
- Tropicana Slim Sweet Orange
 - Tropicana Slim White Coffe
 - Tropicana Slim Stevia
 - Tropicana Slim I Love Sweet
 - Tropicana Slim Sweetener Classic
 - Tropicana Slim Sweetener Diabtx
 - Tropicana Slim Sweetener Lemon-C
 - Tropicana Slim Sweetener Sucralose Stick
 - Tropicana Slim Javan Sugar
 - Tropicana Slim Honey
 - Tropicana Slim Strawberry Jam
 - Tropicana Slim Caffè Latte
 - Tropicana Slim Cocopandan Syrup
 - Tropicana Slim Lychee Syrup
 - Tropicana Slim Orange Syrup
 - Tropicana Slim Sugar Free Cookies
 - Tropicana Slim Milk Hight Fiber Chocolate
 - Tropicana Slim Hight Fiber Vanilla Milk
- b. Free / Low Fat Product
- Tropicana Slim Low Fat Milk Vanilla
 - Tropicana Slim Skim Milk Chocolate
 - Tropicana Slim Skim Milk Coffe
 - Tropicana Slim Skim Milk Original
 - Tropicana Slim Skim Milk Fiber Pro Plain
- c. Food Complementary Products
- Tropicana Slim Canola Oil
 - Tropicana Slim Organic Brown Rice

- Tropicana Slim Corn Oil
- Tropicana Slim Sweet Soy Sauce

2.4 Company Location PT. Nutrifood Indonesia

Head office of PT. Nutrifood Indonesia is located in the industrial area of Pulogadung jl. Rawabali II no.3 Jakarta 13920. The Lampung branch is located at Jl. Soekarno Hatta No. 100 Sukabumi - Bandar Lampung, Bandar Lampung, Kalibalau Kencana, Peace, Lampung, 35133 (source: www.nutrifood.com)

2.5 Organizational Structure of PT. Nutrifood Indonesia

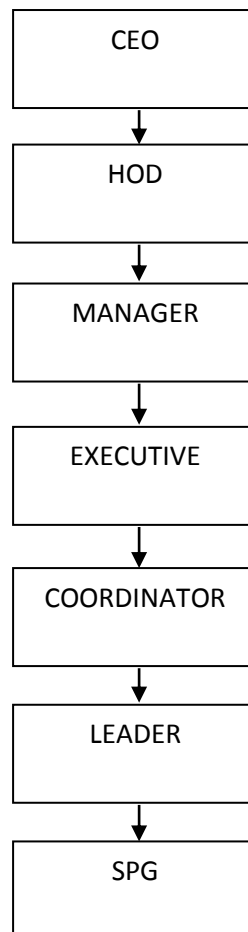


Figure 2.1 The organizational structure of PT Nutrifood

The job descriptions and responsibilities at PT NUTRIFOOD INDONESIA are as follows:

Chief Executive Officer (CEO)

- Plan, manage and analyze all functional activities business such as operations, human resources, finance, and marketing.
- Managing the company according to the company's strategic objectives with the effectiveness and cost as efficiently as possible.

Head Of Department (HOD)

- Coordinating the implementation of tasks and providing instructions and motivation to the Head of the Sub. Parts in accordance with their main duties.
- Processing and researching data on subordinates' findings that have been analyzed by superiors for follow-up.

Manager

- The manager leads the organization / company.
- Managers control and manage the organization / company.
- Managers build trust between employees.

Coordinator

- Knowing the load of the person under it, whether it is overload / underload or normal.
- Know what the people under him are doing.
- Knowing the target that the people under him are working on.

Leader

- Make a schedule of activities or schedule of work activities.
- Monitor or monitor the progress of work carried out by experts.

Sales Promotion Girls (SPG)

- Establish customer trust in company performance (shop) and quality of goods sold.

- Guess customer needs and help choose items that match what consumers want

CHAPTER III

CORPORATE PROBLEMS

3.1 Analysis of Problems Faced by the Company

PT Nutrifood Indonesia (NFI) is a national private company engaged in the food and beverage industry, especially food and beverages that provide benefits for freshness, health, and international quality appearance. There are many products produced by PT Nutrifood Indonesia, including Tropicana Slim, L-Men, NutriSari, W'dank and HiLo products.

Currently, the trend of palm sugar coffee is indeed being hit among millennials. In fact, almost all coffee shops in Indonesia sell milk coffee menus with added palm sugar as a sweetener. Yep, the use of palm sugar in making milk coffee or lattes can improve the taste of the coffee itself so that it produces a distinctive sweet and sticky taste. Apart from its delicious taste, the price of a cup of palm sugar coffee that is usually sold in coffee shops can also be said to be cheap. No wonder this contemporary drink is so popular.

Because of its popularity, now palm sugar coffee is available in sachets. Through the output W'Dank Lokalate product Nutrifood Now you can enjoy palm sugar coffee anytime and anywhere. Without the hassle of buying it at a coffee

shop or ordering it through a food delivery service, you can enjoy it in an easier way.

Determination and achievement of targets is important for a business to sustain its business. Collaboration with online merchants is one way for companies to market their products. This is a reciprocal collaboration between online merchants and the Indonesian Nutrifood Company, does it have a positive impact on Manjah Juice's cash flow financial statements?

3.1.1 Finding Problems

The problem that occurs in the PT Nutrifood Indonesia company is whether this collaboration has a positive impact on both parties and the cash flow financial reports on Manjah Juice online merchants.

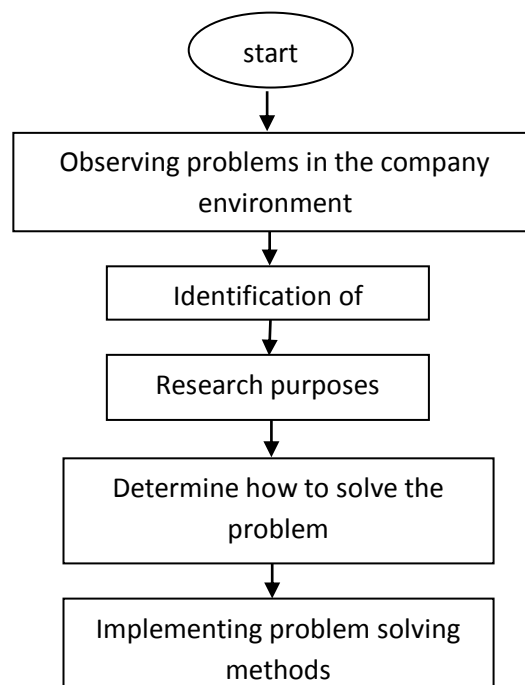
3.1.2 Formulation of the problem

Based on the findings of the problems above, the problems to be researched are:

1. Is it true that this collaboration has an impact on Manjah Juice's sales cash flow?

3.1.3 Problem Framework

Solving this problem, the problem-solving framework is as follows:



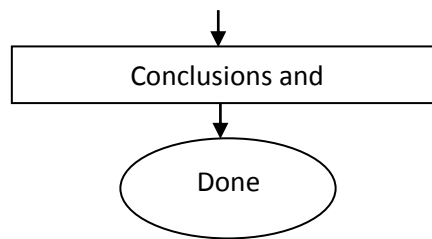


Figure 3.1 Problem framework

3.2 Theoretical basis

3.2.1 Fundamentals of Cash Flow Statement Theory

The following is the definition of a cash flow statement according to experts, namely:

- According to Rudianto (2012: 194) the cash flow statement is a report on the company's cash receipts and disbursements activities during a certain period, along with an explanation of the sources of cash receipts and payments.
- According to Arfan Ikhsan (2009: 177) the statement of cash flows is the main report of cash inflows and cash outflows from the company during one period.
- According to Mursyidi (2010: 130) cash flow reports, namely reports that are compiled systematically on the sources and uses of cash in a certain period.
- According to Toto Prihadi (2011: 5), the cash flow statement is a report that describes how companies obtain and use cash from operating, investing and financing activities during one period.
- According to Hery (2012: 9), the Statement of Cash Flows is a report that describes the cash inflows and outflows of cash in detail from each activity, starting from operating activities, investing activities, to financing activities. financing for a certain period of time.

From the nine definitions above, it can be concluded that the cash flow statement is cash inflows and outflows or cash equivalents within a certain period of short term in the management of money owned by the company as information regarding the company's ability to generate cash from operational activities, maintaining and develop operational capacity, meet financial obligations and pay dividends.

3.3 Methods Used

The method used in the practical work report at Nutrifood Indonesia Company is a quantitative method. Quantitative method is a process of finding knowledge that uses data in the form of numbers as a tool to analyze information about what you want to know

3.4 Program Design to be Performed

3.3.1 Program 1

PT Nutrifood Indonesia is faced with a collaboration with online merchant Manjah Juice. Has a positive impact on the financial statements of cash flows after collaborating with PT Nutrifood Indonesia.

CHAPTER IV

RESULTS AND DISCUSSION

4.1 Result

The purpose of this program is to find out whether it is true that after working with PT Nutrifood Indonesia, Manjah Juice on the financial statements of cash flow increases.

The program is to come directly to the online merchant place of Manjah Juice and view the cash flow financial statements before collaborating and after collaborating with PT Nutrifood Indonesia. The following is the result of a collaboration between online merchant Manjah Juice and PT Nutrifood Indonesia. The following is a table of income from online merchants Manjah Juice before and after collaborating with PT Nutrifood Indonesia:

1. Before working with PT Nutrifood Indonesia

Weeks	Variant	Medium	Large	Income
1	SV	5	10	IDR 160,000
	FV	8	6	IDR 171,000
	YV	4	5	IDR 150,000
2	SV	4	8	IDR 128,000
	FV	7	5	IDR 159,000
	YV	4	6	IDR 168,000
3	SV	8	3	IDR 100,000
	FV	10	10	IDR 270,000
	YV	4	4	IDR 132,000
4	SV	10	14	IDR 248,000
	FV	12	12	IDR 324,000

	YV	9	9	IDR 297,000
amount		85	92	IDR 2,307,000

Table 4.1 Income before working together

2. After working with PT Nutrifood Indonesia.

Weeks	Variant	M	L	Income
1	SV	13	15	IDR 284,000
	FV	10	14	IDR 330,000
	YV	7	5	IDR 195,000
2	SV	15	12	IDR 264,000
	FV	20	10	IDR 390,000
	YV	8	9	IDR 282,000
3	SV	11	20	IDR 328,000
	FV	20	9	IDR 375,000
	YV	6	4	IDR 162,000
4	SV	12	10	IDR 216,000
	FV	14	24	IDR 528,000
	YV	12	10	IDR 360,000
amount		148	142	IDR 3,714,000

Table 4.2 Income after cooperation

From the table above, it is known that the income from online merchants Manjah Juice has increased. To compare what percentage increase in revenue of Manjah Juice online merchants can see the chart below.

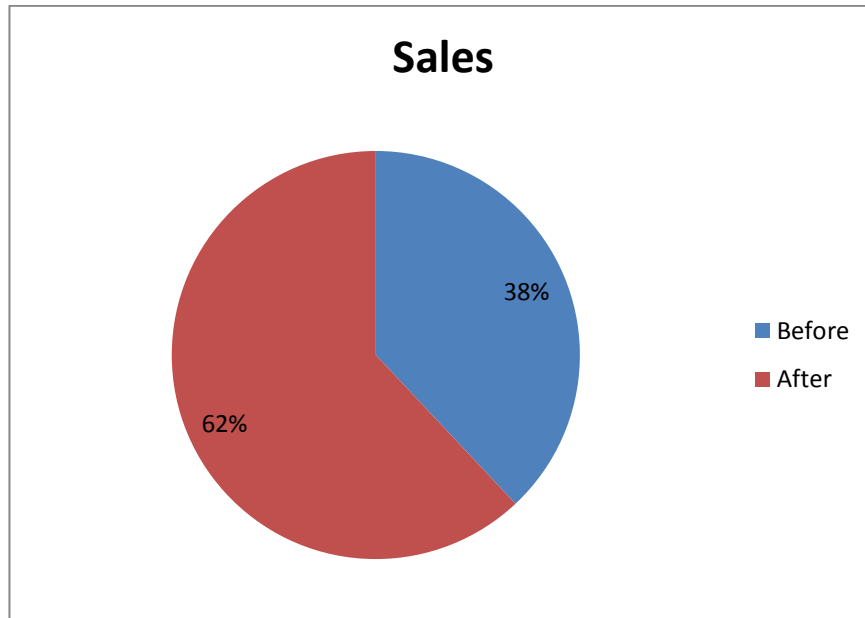


Figure 4.1 Income comparison graph

The graph above shows that the percentage before collaborating with PT Nutrifood Indonesia was only able to sell 38%. Meanwhile, after collaborating with PT Nutrifood Indonesia, the graph showed an increase of 62% from previous sales, where the income from online merchants Manjah Juice increased.

4.2 Discussion

PT Nutrifood Indonesia is faced with a collaboration between the company and online merchant Manjah Juice. The company hopes that with this collaboration, online merchants Manjah Juice can increase revenue from product sales and make this collaboration last long.

4.1.1 Program 1

It turns out that it is true that the collaboration between the Indonesian Nutrifood Company and online merchant Manjah Juice has a positive impact by increasing the amount of income or income at the online merchant Manjah Juice.

CHAPTER V

CONCLUSIONS AND RECOMMENDATIONS

5.1 Conclusion

Based on the results of the program that has been carried out, the results of the collaboration between the Indonesian Nutrifood Company and the online merchant Manjah Juice, namely:

- 5.1.1 True, this collaboration has a good impact on online merchants, namely
with increased revenue from online merchants Manjah Juice.

5.2 Suggestion

Based on the above conclusions, the authors provide the following suggestions to PT Nutrifood Indonesia to continue to maintain cooperation with other online merchants, not only online merchants Manjah Juice. In order for these two partnerships to be mutually beneficial between the two parties, the company and online merchant must communicate with each other so that the collaboration can continue.

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ATTACHMENT

Picture of Cooperation Products of PT. Nutrifood with Manjah Juice Online Merchant





Photo together with interns



