



Preparation and Analysis of the Profit and Loss Statement of Kiosk Rice Raihan

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Abstract

MSMEs (Micro, Small and Medium Enterprises) are productive businesses owned by individuals and business entities that have met the criteria as micro-enterprises. MSMEs are one of the boosters of the country's economic conditions. So the effectiveness of MSME management must be good, but not all MSMEs understand and are able to make financial reports that can be used as guidelines for sales considerations. This makes it difficult for these MSMEs to assess whether their sales are good or not. The purpose of making this financial report is to help with financial details and analyze the ability of a rice kiosk to generate profits. Financial data analysis was carried out from the Raihan Rice Kiosk in the Griya Bandung Indah Complex, Bandung Regency. The data taken are in the form of 2 important elements, namely income and expenses which are then used vertical, horizontal and ratio analysis (Gross Profit Margin Ratio and Net Profit Margin Ratio) to determine the level of management effectiveness. The results obtained are the management of rice sales carried out during this period is classified as good for the MSME group. This can be seen from the increase in profit and the percentage ratio of GPM (ranging at 26%) and NPM (ranging at 17%). With the preparation of this financial report, it is hoped that it can help Raihan Rice Kiosks in seeing the effectiveness of sales management and can be a benchmark for future performance.

Keywords:

1. Introduction

MSMEs (Micro, Small and Medium Enterprises) are productive businesses owned by individuals and business entities that have met the criteria as micro-enterprises. MSMEs are one of the boosters of the country's economic conditions. So the effectiveness of MSME management must be good, but not all MSMEs understand and are able to make financial reports that can be used as guidelines for sales considerations(Resmi et al., 2021; Wibowo et al., 2019; Ardila et al., 2019; Rumambi et al., 2019).

This makes it difficult for these MSMEs to assess whether their sales are classified as good or not. There are various types of financial statements, one type of financial report is the income statement. The income statement presents a measure of the success of the performance achieved by the reporting entity in the current period. This report provides a breakdown of the entity's income, expenses, profit and loss for a period of time(Saleh et al., 2018; M Allo, 2021; Morris et al., 2004; Pamungkas et al., 2019).

The income statement is to compare income to expenses to determine net profit or loss. This profit and loss financial report is important to see and analyze the circulation of money carried out by Kios Nasi Raihan(Rusdiyanto and Narsa, 2019; Kusuma, 2021; Amanda et al., 2019; Susanto et al., 2021). Based on the description above, the purpose of making this financial report is to help with financial details and analyze the ability of this rice kiosk to generate profit. The method used is by recording and classifying operating costs, cost of goods sold, and selling prices which will be used to calculate profit.

After the income statement is formed, the calculation of financial statement analysis is carried out. There are various kinds of financial statement analysis, including vertical analysis, horizontal analysis, and ratio analysis. The analysis that can be used for this profit and loss financial report is vertical, horizontal, and ratio analysis in the form of Gross Profit Margin Ratio and Net Profit Margin Ratio to see the effectiveness of operations management carried out by Kios Nasi Raihan. The results of the profit and loss financial statements and the calculation of these ratios are expected to help record the store's financial statement archives and considerations for the future(Anggraini, 2022; Bai et al., 2008; Kim and Ayoum, 2005).

2. Materials and Methods

2.1. Materials

The data analyzed is financial data from Kiosk Rice Raihan in Griya Bandung Indah Complex, Bandung Regency. The data taken are in the form of 2 important elements, namely income or income along with the required expenses or expenses.

The data period used is sales data from December 2021 to February 2022. Primary data collection is carried out directly by obtaining it from the shop owner. The software used to simplify data management is Microsoft Excel.

2.2. Method

The method used is a quantitative method. The stages in making this profit and loss financial report include:

- 1) Preliminary survey, conducted with the aim of getting an overview of the general condition of MSMEs.
- 2) Literature study, aims to obtain a theoretical basis through literature, reports, books and papers as well as articles related to existing problems.
- 3) Field studies, carried out to obtain directly the necessary data. In the form of question and answer activities and recording of inventory, cost of goods, selling price, and expenses per month.
- 4) Monthly data processing using Microsoft Excel.
- 5) After grouping per month, a profit and loss financial statement is made in the form of multiple steps. The form of multiple steps, namely with a more thorough grouping in accordance with the principles used in general. Sales minus sales returns are net sales which are then reduced by cost of goods sold, so that gross profit is obtained. Then gross profit is reduced by operating expenses and operating profit is obtained.
- 6) After the profit and loss financial statements are obtained, further analysis of the financial statements is carried out. The analysis of financial statements used is the calculation of ratio analysis in the form of Gross Profit Margin Ratio and Net Profit Margin Ratio.

3. Results and Discussion

3.1. Produced Financial Report

3.1.1. Rice Kiosk Financial Component Data Achievements

The following is the financial component data obtained from the data recording which is then processed and made into a monthly period:

- Income in the form of sales income from rice supplies at various prices.

Table 1. Sales Income as of December 31, 2021

Supply	Type	Selling Price (Kg)	Sack Weight (Kg)	Selling Price (Sacks)
Rice	Banjaran	IDR 10,000.00	25	IDR 10,000,000.00
	Ciparay	IDR 11,000.00	25	IDR 11,000,000.00
	BDR	IDR 11,500.00	25	IDR 7,187,500.00
	JM	IDR 12,000.00	25	IDR 7,500,000.00
Total Penjualan				Rp 35,687,500.00

Table 2. Sales Income as of January 31, 2022

Supply	Type	Selling Price (Kg)	Sack Weight (Kg)	Selling Price (Sacks)
Rice	Banjaran	IDR 10,000.00	25	IDR 11,250,000.00
	Ciparay	IDR 11,000.00	25	IDR 12,375,000.00
	BDR	IDR 11,500.00	25	IDR 7,187,500.00
	JM	IDR 12,000.00	25	IDR 7,500,000.00
Total Penjualan				IDR 38,312,500.00

Table 3. Sales Income as of February 28, 2022

Supply	Type	Selling Price (Kg)	Sack Weight (Kg)	Selling Price (Sacks)
Rice	Banjaran	IDR 10,000.00	25	IDR 11,250,000.00
	Ciparay	IDR 11,000.00	25	IDR 12,375,000.00
	BDR	IDR 11,500.00	25	IDR 8,625,000.00

JM	IDR 12,000.00	25	IDR 9,000,000.00
Total Penjualan			IDR 41,250,000.00

- Expenditures or expenses, including: kiosk rental fees, electricity costs, employee salaries, and supplies of HDPE plastic bags.

Table 4. Expenses

Type	Number of entities	Price
Kiosk Rental		IDR 1,000,000
Electricity bills		IDR 200,000
Employee salary	one person	IDR 2,000,000
Plastic Bag Stock	20 packs @7000	IDR 140,000
Etc		IDR 100,000
Total Cost		IDR 3,440,000

During the period from December 2021 to February 2022, the number is still the same.

3.1.2. Formation of Financial Statement Account

The data obtained is processed and the financial statement accounts are formed. The following are the details of the financial statement accounts:

Table 5. Financial Statement

	Data		Period							
	Supply	Type	December 2021			January 2022			February 2022	
HPP			Cost (Sacks)	Number of sacks	Total price	Cost (Sacks)	Number of sacks	Total price	Cost (Sacks)	Number of sacks
Banjaran	IDR 195,000	40	IDR 7,800,000	IDR 195,000	45	IDR 8,775,000				
Rice	Ciparay	IDR 200,000	40	IDR 8,000,000	IDR 200,000	45	IDR 9,000,000			
	BDR	IDR 205,000	25	IDR 5,125,000	IDR 205,000	25	IDR 5,125,000			
	JM	IDR 210,000	25	IDR 5,250,000	IDR 210,000	25	IDR 5,250,000			
Total			130	IDR 26,175,000		140	IDR 28,150,000		150	IDR 30,225,000
Burden	Type	Number of entities			Price			Price		Price
	Kiosk Rental				IDR 1,000,000			IDR 1,000,000		IDR 1,000,000
	Electricity bills				IDR 200,000			IDR 200,000		IDR 200,000
Cost	Employee salary	One person			IDR 2,000,000			IDR 2,000,000		IDR 2,000,000
	Plastic Bag Stock	20 pack @7000			IDR 140,000			IDR 140,000		IDR 140,000
	Etc				IDR 100,000			IDR 100,000		IDR 100,000
Total Beban Biaya					IDR 3,440,000			IDR 3,440,000		IDR 3,440,000
Net sales	Supply	Type	selling price (kg)	sack weight (kg)	Selling Price (Sacks)	selling price (kg)	Sack weight (kg)	Selling Price (Sacks)	selling price (kg)	Selling Price (Sacks)
	Banjaran	IDR 10,000	25	IDR 10,000,000	IDR 10,000	25	IDR 11,250,000		25	IDR 11,250,000
	Rice	Ciparay	IDR 11,000	25	IDR 11,000,000	IDR 11,000	25	IDR 12,375,000		IDR 12,375,000
		BDR	IDR 11,500	25	IDR 7,187,500	IDR 11,500	25	IDR 7,187,500		IDR 8,625,000
		JM	IDR 12,000	25	IDR 7,500,000	IDR 12,000	25	IDR 7,500,000		IDR 9,000,000
	Total Sales				IDR 35,687,500			IDR 38,312,500		IDR 41,250,000

3.1.3. Preparation of Financial Statements

Table 6. Rice Kiosk Earning Profit/Loss Report As of December 31, 2021 to February 28, 2022 (in IDR)

Information	Period					
	Dec 2021	Percentage	Jan 2022	Percentase	Feb 2022	Percentase
Net sales	35,687,500	100.00%	38,312,500	100.00%	41,250,000	100.00%
HPP	(26,175,000)	73.35%	(28,150,000)	73.47%	(30,225,000)	73.27%
Gross Profit (Loss)	9,512,500	26.65%	10,162,500	26.53%	11,025,000	26.73%
Costs						
Kiosk Rental	1,000,000	2.80%	1,000,000	2.61%	1,000,000	2.42%
Electricity bills	200,000	0.56%	200,000	0.52%	200,000	0.48%
Employee salary	2,000,000	5.60%	2,000,000	5.22%	2,000,000	4.85%
Plastic Bag Stock	140,000	0.39%	140,000	0.37%	140,000	0.34%
Etc	100,000	0.28%	100,000	0.26%	100,000	0.24%
Total Load	(3,440,000)	9.64%	(3,440,000)	8.98%	(3,440,000)	8.34%
Net Profit (Loss)	6,072,500	17.02%	6,722,500	17.55%	7,585,000	18.39%

3.2. Discussion

Judging from the profit and loss report that has been made, the performance of the Rice Kiosk Raihan gets an increasing profit during the period from December 2021 to February 2022.

Furthermore, the profit and loss financial statements will be analyzed using vertical, horizontal, and ratio analysis.

a. Vertical analysis

Table 7. Vertical analysis as of 31 December 2021 to 28 February 2022 (in IDR)

Information	Period					
	Dec 2021	Percentage	Jan 2022	Percentage	Feb 2022	Percentage
Net sales	35,687,500	100.00%	38,312,500	100.00%	41,250,000	100.00%
HPP	(26,175,000)	73.35%	(28,150,000)	73.47%	(30,225,000)	73.27%
Gross Profit (Loss)	9,512,500	26.65%	10,162,500	26.53%	11,025,000	26.73%
Costs						
Kiosk Rental	1,000,000	2.80%	1,000,000	2.61%	1,000,000	2.42%
Electricity bills	200,000	0.56%	200,000	0.52%	200,000	0.48%
Employee salary	2,000,000	5.60%	2,000,000	5.22%	2,000,000	4.85%
Plastic Bag Stock	140,000	0.39%	140,000	0.37%	140,000	0.34%
Etc	100,000	0.28%	100,000	0.26%	100,000	0.24%
Total Load	(3,440,000)	9.64%	(3,440,000)	8.98%	(3,440,000)	8.34%
Net Profit (Loss)	6,072,500	17.02%	6,722,500	17.55%	7,585,000	18.39%

From the results above, it can be seen that during the period from December 2021 to February 2022, there was a percentage increase in gross profit and net profit. This indicates a significant increase in management effectiveness during this period.

b. Horizontal analysis

Table 8. Horizontal analysis as of 31 December 2021 to 28 February 2022 (in IDR)

Information	Period			Increase (Decrease)			
	Dec 2021	Jan 2022	Feb 2022	Jan 2022 - Dec 2021		Feb 2022 - Dec 2021	
				Total	Percentage	Total	Percentage
Net sales	35,687,500	38,312,500	41,250,000	2,625,000	7.36%	5,562,500	15.59%
HPP	(26,175,000)	(28,150,000)	(30,225,000)	(1,975,000)	7.55%	(4,050,000)	15.47%
Gross Profit (Loss)	9,512,500	10,162,500	11,025,000	650,000	6.83%	1,512,500	15.90%
Costs							
Kiosk Rental	1,000,000	1,000,000	1,000,000	0	0.00%	0	0.00%
Electricity bills	200,000	200,000	200,000	0	0.00%	0	0.00%
Employee salary	2,000,000	2,000,000	2,000,000	0	0.00%	0	0.00%
Plastic Bag Stock	140,000	140,000	140,000	0	0.00%	0	0.00%

Etc	100,000	100,000	100,000	0	0.00%	0	0.00%
Total Load	(3,440,000)	(3,440,000)	(3,440,000)	0	0.00%	0	0.00%
Net Profit (Loss)	6,072,500	6,722,500	7,585,000	650,000	10.70%	1,512,500	24.91%

From the results above, it can be seen that in the comparison of the period December 2021 with January 2022 and December 2021 with February 2022, there was a percentage increase in sales, gross profit, and net profit. This indicates a significant increase in management effectiveness during this period.

c. Ratio analysis

Calculation of the ratio analysis used in the form of Gross Profit Margin Ratio and Net Profit Margin Ratio.

- Gross Profit Margin Ratio

$$GPM = \frac{\text{Gross profit}}{\text{Total sales}}$$

$$GPM \text{ Dec 21} = \frac{9,512,500}{35,687,500} = 26.65\%$$

$$GPM \text{ Jan 22} = \frac{10,162,500}{38,312,500} = 26.53\%$$

$$GPM \text{ Feb 22} = \frac{11,025,000}{41,250,000} = 26.73\%$$

This means that the gross profit generated is 26.65% of the total sales made in December 2021, 26.53% of the total sales made in January 2022, and 26.73% of the total sales made in February 2022. Based on the calculation of the Gross Profit Margin Ratio, it can be seen that the level of effectiveness of controlling the cost of goods sold at rice kiosks is around 26% with the highest ratio in February 2022.

- Net Profit Margin Ratio

$$NPM = \frac{\text{Net profit}}{\text{Total sales}}$$

$$NPM \text{ Dec 21} = \frac{6,072,500}{35,687,500} = 17.02\%$$

$$NPM \text{ Jan 22} = \frac{6,772,500}{38,312,500} = 17.55\%$$

$$NPM \text{ Feb 22} = \frac{7,585,500}{41,250,500} = 18.39\%$$

This means that the net profit generated is 17.02% of the total sales made in December 2021, 17.55% of the total sales made in January 2022, and 18.39% of the total sales made in February 2022. Based on the calculation of the Net Profit Margin Ratio, it can be seen that the level of effectiveness in reducing the cost burden on rice kiosks continues to increase during the period December 2021 to February 2022 with the highest ratio of 18.39%.

4. Conclusion

From the results of making a profit and loss statement, Rice Kiosk Raihan can see the performance results for the period December 2021 to February 2022. Rice sales during this period are classified as good for the MSME group. In terms of financial analysis, during this period there was also a good management effectiveness so that the profit earned continued to increase.

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