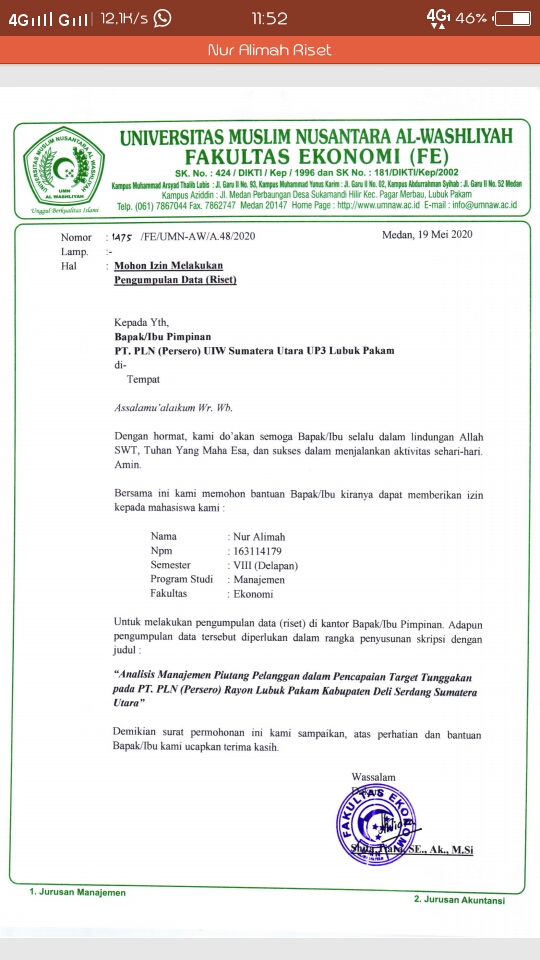
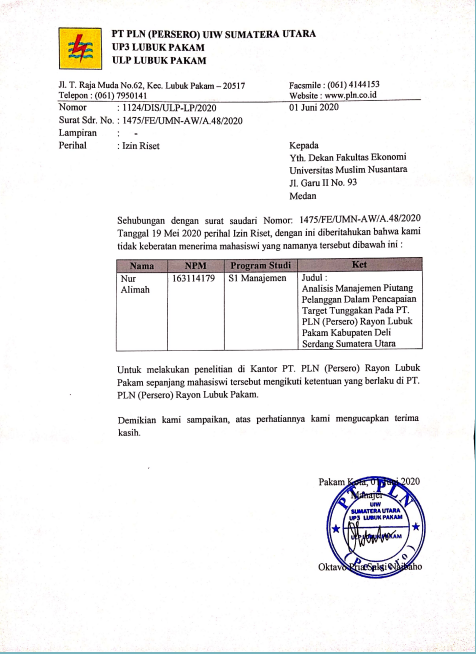
**Lampiran 1**

**Daftar Pertanyaan Wawancara**

|  |  |
| --- | --- |
| **No** | **Pertanyaan Wawancara** |
| **1.** | Bagaimana menurut Bapak mengenai kelamahan dalam usaha penurunan piutang aliran listrik di PLN Rayon Lubuk Pakam ? |
| **2.** | Apa yang menyebabkan kelemahan dalam usaha penurunan piutang aliran listrik di PT. PLN Rayon Lubuk Pakam ? |
| **3.** | Tindakan seperti apa yang dilakukan perusahaan agar penurunan tunggakan aliran listrik tercapai ? |
| **4.** | Faktor-faktor apa saja yang menghambat perputaran piutang ? |
| **5.** | Apa yang dilakukan PLN Rayon Lubuk Pakam terhadap perputaran piutang agar berjalan lancar ? |
| **6.** | Cara apa yang diterapkan PLN Rayon Lubuk Pakam untuk menekan tunggakan rekening listrik ? |

**Lampiran 2**

****



**Lampiran 3**

****

**Lampiran 4**

Tabel Perbandingan Tunggakan Per Lembar Kogol 0 Dengan Bulan Lalu UP3 Lubuk Pakam

(Februari 2020)

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Unit Layanan** | **Lembar Tunggakan (plg)** | | | | | | **Grand Total** |
| **1** | | **2** | | **3** | **4** |
| 12610 Denai | 13.255 | | 347 | |  |  | 13.602 |
| **12612 Lubuk Pakam** | **7.216** | | **24** | |  |  | **7.240** |
| 12613 Tanjung Morawa | 6.450 | | 28 | |  |  | 6.478 |
| 12614 Perbaungan | 4.556 | |  | |  |  | 4.556 |
| 12615 Delitua | 5.723 | |  | |  |  | 5.723 |
| 12616 Rampah | 6.184 | |  | |  |  | 6.184 |
| 12617 Galang | 4.283 | | 470 | |  |  | 4.753 |
| Grand Total | 47.667 | 869 | | - | | - | 48.536 |

(Maret 2020)

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Unit Layanan** | **Lembar Tunggakan (plg)** | | | | | | **Grand Total** |
| **1** | | **2** | | **3** | **4** |
| 12610 Denai | 11.816 | | 1.453 | |  |  | 13.269 |
| **12612 Lubuk Pakam** | **7.184** | | **252** | |  |  | **7.436** |
| 12613 Tanjung Morawa | 5.783 | | 140 | |  |  | 5.923 |
| 12614 Perbaungan | 4.190 | | 77 | |  |  | 4.267 |
| 12615 Delitua | 5.478 | | 439 | |  |  | 5.917 |
| 12616 Rampah | 5.076 | | 210 | |  |  | 5.286 |
| 12617 Galang | 4.728 | | 274 | |  |  | 5.002 |
| Grand Total | 44.255 | 2.845 | | - | | - | 47.100 |

DELTA

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Unit Layanan** | **Lembar Tunggakan (plg)** | | | | **Grand Total** | **Indikator** |
| **1** | **2** | **3** | **4** |
| 12610 Denai | 1.439 | 1.106 |  |  | 333 |  |
| **12612 Lubuk Pakam** | **32** | **228** |  |  | **196** | **Naik** |
| 12613 Tanjung Morawa | 667 | 112 |  |  | 555 |  |
| 12614 Perbaungan | 366 | 77 |  |  | 289 |  |
| 12615 Delitua | 245 | 439 |  |  | 194 | Naik |
| 12616 Rampah | 1.108 | 210 |  |  | 898 |  |
| 12617 Galang | 445 | 196 |  |  | 249 | Naik |
| Grand Total | 3.412 | 1.976 | - | - | 1.436 | Turun |

**Lampiran 5**

Tabel Data Pencapaian Target Periode 2017-2019

|  |  |  |
| --- | --- | --- |
| **Tahun** | **Total (Rp) Tunggakan Listrik Pelanggan** | |
| **Target** | **Realisasi** |
| 2017 | 42.251.987.905 | 62.255.943.541 |
| 2018 | 41.790.771.098 | 70.420.476.688 |
| 2019 | 40.748.298.020 | 39.282.012.784 |

Tabel Data Penjualan dan Piutang Periode 2017-2019

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Tahun** | **Saldo Awal Piutang** | **Saldo Akhir Piutang** | **Saldo**  **Rata-Rata** | **Penjualan TL** |
| 2017 | 52.621.427.054 | 62.255.943.541 | 57.438.685.297 | 954.766.089.126 |
| 2018 | 62.255.943.541 | 70.420.476.688 | 67.838.210.114 | 1.010.296.153.024 |
| 2019 | 70.420.476.688 | 39.282.012.784 | 54.851.244.736 | 1.026.025.595.827 |

Tabel *Receivable Turn Over* (RTO) Periode 2017-2019

|  |  |  |  |
| --- | --- | --- | --- |
| **Tahun** | **Penjualan TL** | **Piutang** | ***Receivable Turn Over* (RTO)** |
| 2017 | 954.766.089.126 | 57.438.685.297 | 16,62 kali |
| 2018 | 1.010.296.153.024 | 67.838.210.114 | 14,89 kali |
| 2019 | 1.026.025.595.827 | 54.851.244.736 | 18,70 kali |

Tabel *Average Collection Period* (ACP) Periode 2017-2019

|  |  |  |  |
| --- | --- | --- | --- |
| **Tahun** | **Piutang** | **Penjualan TL** | ***Average Collection Period***  **(ACP)** |
| 2017 | 57.438.685.297 | 954.766.089.126 | 21,65 hari |
| 2018 | 67.838.210.114 | 1.010.296.153.024 | 24,17 hari |
| 2019 | 54.851.244.736 | 1.026.025.595.827 | 19,24 hari |

