

**LAMPIRAN 4. Pendugaan Pangsa Pasar  
PT. Safitrimdo Dwisantosa  
Sampai Tercapai Target 50%**

Bulan	Tahun	Pangsa Pasar Es Balok							
		Perum	Safit	UFO	Rawesja	Sasas	Karaharja	Rasmita	Sinar Jaya
Juli	2002	19.01%	26.52%	11.03%	9.77%	7.89%	8.30%	9.89%	7.58%
Agustus	2002	20.67%	31.31%	9.82%	8.07%	7.41%	6.94%	9.96%	5.81%
September	2002	20.98%	32.81%	9.59%	7.64%	6.85%	6.65%	9.80%	5.66%
Oktober	2002	21.06%	33.72%	9.51%	7.37%	6.47%	6.55%	9.70%	5.61%
November	2002	21.05%	34.28%	9.50%	7.19%	6.22%	6.52%	9.65%	5.59%
Desember	2002	21.00%	34.62%	9.51%	7.08%	6.07%	6.51%	9.63%	5.58%
Januari	2003	20.96%	34.84%	9.52%	7.01%	5.97%	6.51%	9.61%	5.57%
Pebruari	2003	20.92%	34.99%	9.53%	6.97%	5.91%	6.52%	9.61%	5.57%
Maret	2003	20.89%	35.08%	9.54%	6.94%	5.87%	6.52%	9.60%	5.57%
April	2003	20.87%	35.14%	9.54%	6.92%	5.84%	6.53%	9.60%	5.56%
Mei	2003	20.85%	35.18%	9.54%	6.91%	5.83%	6.53%	9.60%	5.56%
Juni	2003	20.84%	35.20%	9.55%	6.90%	5.82%	6.53%	9.59%	5.56%
Juli	2003	20.83%	35.22%	9.55%	6.90%	5.81%	6.53%	9.59%	5.56%
Agustus	2003	20.83%	35.23%	9.55%	6.89%	5.81%	6.53%	9.59%	5.56%
September	2003	20.82%	35.24%	9.55%	6.89%	5.81%	6.53%	9.59%	5.56%
Oktober	2003	20.82%	35.25%	9.55%	6.89%	5.81%	6.53%	9.59%	5.56%
November	2003	20.82%	35.25%	9.55%	6.89%	5.81%	6.54%	9.59%	5.56%
Desember	2003	20.82%	35.25%	9.55%	6.89%	5.81%	6.54%	9.59%	5.56%
Januari	2004	20.81%	35.40%	9.45%	6.88%	5.80%	6.53%	9.58%	5.55%
Pebruari	2004	20.80%	35.55%	9.37%	6.87%	5.79%	6.52%	9.57%	5.54%
Maret	2004	20.79%	35.70%	9.28%	6.86%	5.78%	6.51%	9.56%	5.53%
April	2004	20.78%	35.85%	9.19%	6.85%	5.77%	6.50%	9.55%	5.52%
Mei	2004	20.77%	36.00%	9.09%	6.84%	5.76%	6.49%	9.54%	5.51%
Juni	2004	20.76%	36.15%	9.00%	6.83%	5.75%	6.48%	9.53%	5.50%
Juli	2004	20.75%	36.30%	8.91%	6.82%	5.74%	6.47%	9.52%	5.49%
Agustus	2004	20.74%	36.45%	8.82%	6.81%	5.73%	6.46%	9.51%	5.48%
September	2004	20.73%	36.60%	8.73%	6.80%	5.72%	6.45%	9.50%	5.47%
Oktober	2004	20.72%	36.75%	8.64%	6.79%	5.71%	6.44%	9.49%	5.46%
November	2004	20.71%	36.90%	8.55%	6.78%	5.70%	6.43%	9.48%	5.45%
Desember	2004	20.70%	37.05%	8.46%	6.77%	5.69%	6.42%	9.47%	5.44%
Januari	2005	20.68%	37.20%	8.42%	6.75%	5.67%	6.40%	9.45%	5.42%
Pebruari	2005	20.65%	37.35%	8.43%	6.73%	5.64%	6.37%	9.43%	5.40%
Maret	2005	20.63%	37.50%	8.41%	6.70%	5.62%	6.35%	9.40%	5.38%
April	2005	20.61%	37.65%	8.40%	6.68%	5.60%	6.33%	9.38%	5.35%
Mei	2005	20.59%	37.80%	8.38%	6.66%	5.57%	6.30%	9.36%	5.33%
Juni	2005	20.56%	37.95%	8.37%	6.64%	5.55%	6.28%	9.34%	5.31%
Juli	2005	20.54%	38.10%	8.36%	6.61%	5.53%	6.26%	9.31%	5.28%
Agustus	2005	20.52%	38.25%	8.34%	6.59%	5.51%	6.24%	9.29%	5.26%
September	2005	20.50%	38.40%	8.33%	6.57%	5.48%	6.21%	9.27%	5.24%
Oktober	2005	20.47%	38.55%	8.31%	6.55%	5.46%	6.19%	9.25%	5.22%
November	2005	20.45%	38.70%	8.30%	6.52%	5.44%	6.17%	9.22%	5.19%
Desember	2005	20.43%	38.85%	8.28%	6.50%	5.42%	6.15%	9.20%	5.17%



## LAMPIRAN 4. (lanjutan)

Bulan	Tahun	Pangsa Pasar Es Balok							
		Perum	Safit	UFO	Rawesja	Sasas	Karaharja	Rasmita	Sinar Jaya
April	2006	20.34%	39.45%	8.23%	6.41%	5.33%	6.06%	9.11%	5.08%
Mei	2006	20.31%	39.60%	8.21%	6.39%	5.30%	6.03%	9.09%	5.06%
Juni	2006	20.29%	39.75%	8.20%	6.37%	5.28%	6.01%	9.07%	5.04%
Juli	2006	20.27%	39.90%	8.18%	6.34%	5.26%	5.99%	9.04%	5.01%
Agustus	2006	20.25%	40.05%	8.17%	6.32%	5.24%	5.97%	9.02%	4.99%
September	2006	20.22%	40.20%	8.15%	6.30%	5.21%	5.94%	9.00%	4.97%
Oktober	2006	20.20%	40.35%	8.14%	6.27%	5.19%	5.92%	8.97%	4.95%
Nopember	2006	20.18%	40.50%	8.12%	6.25%	5.17%	5.90%	8.95%	4.92%
Desember	2006	20.16%	40.65%	8.11%	6.23%	5.15%	5.88%	8.93%	4.90%
Januari	2007	20.13%	40.80%	8.10%	6.21%	5.12%	5.85%	8.91%	4.88%
Pebruari	2007	20.11%	40.95%	8.08%	6.18%	5.10%	5.83%	8.88%	4.86%
Maret	2007	20.09%	41.10%	8.07%	6.16%	5.08%	5.81%	8.86%	4.83%
April	2007	20.07%	41.25%	8.05%	6.14%	5.05%	5.78%	8.84%	4.81%
Mei	2007	20.04%	41.40%	8.04%	6.12%	5.03%	5.76%	8.82%	4.79%
Juni	2007	20.02%	41.55%	8.02%	6.09%	5.01%	5.74%	8.79%	4.76%
Juli	2007	20.00%	41.70%	8.01%	6.07%	4.99%	5.72%	8.77%	4.74%
Agustus	2007	19.98%	41.85%	8.00%	6.05%	4.96%	5.69%	8.75%	4.72%
September	2007	19.95%	42.00%	7.98%	6.03%	4.94%	5.67%	8.73%	4.70%
Oktober	2007	19.93%	42.15%	7.97%	6.00%	4.92%	5.65%	8.70%	4.67%
Nopember	2007	19.91%	42.30%	7.95%	5.98%	4.90%	5.63%	8.68%	4.65%
Desember	2007	19.88%	42.45%	7.94%	5.96%	4.87%	5.60%	8.66%	4.63%
Januari	2008	19.86%	42.60%	7.92%	5.94%	4.85%	5.58%	8.64%	4.61%
Pebruari	2008	19.84%	42.75%	7.91%	5.91%	4.83%	5.56%	8.61%	4.58%
Maret	2008	19.82%	42.90%	7.89%	5.89%	4.81%	5.54%	8.59%	4.56%
April	2008	19.79%	43.05%	7.88%	5.87%	4.78%	5.51%	8.57%	4.54%
Mei	2008	19.77%	43.20%	7.87%	5.85%	4.76%	5.49%	8.55%	4.52%
Juni	2008	19.75%	43.35%	7.85%	5.82%	4.74%	5.47%	8.52%	4.49%
Juli	2008	19.73%	43.50%	7.84%	5.80%	4.72%	5.45%	8.50%	4.47%
Agustus	2008	19.70%	43.65%	7.82%	5.78%	4.69%	5.42%	8.48%	4.45%
September	2008	19.68%	43.80%	7.81%	5.76%	4.67%	5.40%	8.46%	4.43%
Oktober	2008	19.66%	43.95%	7.79%	5.73%	4.65%	5.38%	8.43%	4.40%
Nopember	2008	19.64%	44.10%	7.78%	5.71%	4.63%	5.36%	8.41%	4.38%
Desember	2008	19.61%	44.25%	7.76%	5.69%	4.60%	5.33%	8.39%	4.36%
Januari	2009	19.59%	44.40%	7.75%	5.66%	4.58%	5.31%	8.36%	4.34%
Pebruari	2009	19.57%	44.55%	7.74%	5.64%	4.56%	5.29%	8.34%	4.31%
Maret	2009	19.55%	44.70%	7.72%	5.62%	4.54%	5.27%	8.32%	4.29%
April	2009	19.52%	44.85%	7.71%	5.60%	4.51%	5.24%	8.30%	4.27%
Mei	2009	19.50%	45.00%	7.69%	5.57%	4.49%	5.22%	8.27%	4.25%
Juni	2009	19.48%	45.15%	7.68%	5.55%	4.47%	5.20%	8.25%	4.22%
Juli	2009	19.46%	45.30%	7.66%	5.53%	4.44%	5.17%	8.23%	4.20%
Agustus	2009	19.43%	45.45%	7.65%	5.51%	4.42%	5.15%	8.21%	4.18%
September	2009	19.41%	45.60%	7.64%	5.48%	4.40%	5.13%	8.18%	4.15%
Oktober	2009	19.39%	45.75%	7.62%	5.46%	4.38%	5.11%	8.16%	4.13%
Nopember	2009	19.37%	45.90%	7.61%	5.44%	4.35%	5.08%	8.14%	4.11%
Desember	2009	19.34%	46.05%	7.59%	5.42%	4.33%	5.06%	8.12%	4.09%

## LAMPIRAN 4. (lanjutan)

Bulan	Tahun	Pangsa Pasar Es Balok							
		Perum	Safit	UFO	Rawesja	Sasas	Karaharja	Rasmita	Sinar Jaya
Januari	2010	19.32%	46.20%	7.58%	5.39%	4.31%	5.04%	8.09%	4.06%
Pebruari	2010	19.30%	46.35%	7.56%	5.37%	4.29%	5.02%	8.07%	4.04%
Maret	2010	19.27%	46.50%	7.55%	5.35%	4.26%	4.99%	8.05%	4.02%
April	2010	19.25%	46.65%	7.53%	5.33%	4.24%	4.97%	8.03%	4.00%
Mei	2010	19.23%	46.80%	7.52%	5.30%	4.22%	4.95%	8.00%	3.97%
Juni	2010	19.21%	46.95%	7.51%	5.28%	4.20%	4.93%	7.98%	3.95%
Juli	2010	19.18%	47.10%	7.49%	5.26%	4.17%	4.90%	7.96%	3.93%
Agustus	2010	19.16%	47.25%	7.48%	5.24%	4.15%	4.88%	7.94%	3.91%
September	2010	19.14%	47.40%	7.46%	5.21%	4.13%	4.86%	7.91%	3.88%
Oktober	2010	19.12%	47.55%	7.45%	5.19%	4.11%	4.84%	7.89%	3.86%
Nopember	2010	19.09%	47.70%	7.43%	5.17%	4.08%	4.81%	7.87%	3.84%
Desember	2010	19.07%	47.85%	7.42%	5.14%	4.06%	4.79%	7.84%	3.82%
Januari	2011	19.05%	48.00%	7.40%	5.12%	4.04%	4.77%	7.82%	3.79%
Pebruari	2011	19.03%	48.15%	7.39%	5.10%	4.02%	4.75%	7.80%	3.77%
Maret	2011	19.00%	48.30%	7.38%	5.08%	3.99%	4.72%	7.78%	3.75%
April	2011	18.98%	48.45%	7.36%	5.05%	3.97%	4.70%	7.75%	3.73%
Mei	2011	18.96%	48.60%	7.35%	5.03%	3.95%	4.68%	7.73%	3.70%
Juni	2011	18.94%	48.75%	7.33%	5.01%	3.92%	4.65%	7.71%	3.68%
Juli	2011	18.91%	48.90%	7.32%	4.99%	3.90%	4.63%	7.69%	3.66%
Agustus	2011	18.89%	49.05%	7.30%	4.96%	3.88%	4.61%	7.66%	3.63%
September	2011	18.87%	49.20%	7.29%	4.94%	3.86%	4.59%	7.64%	3.61%
Oktober	2011	18.85%	49.35%	7.28%	4.92%	3.83%	4.56%	7.62%	3.59%
Nopember	2011	18.82%	49.50%	7.26%	4.90%	3.81%	4.54%	7.60%	3.57%
Desember	2011	18.80%	49.65%	7.25%	4.87%	3.79%	4.52%	7.57%	3.54%
Januari	2012	18.78%	49.80%	7.23%	4.85%	3.77%	4.50%	7.55%	3.52%
Pebruari	2012	18.75%	49.95%	7.22%	4.83%	3.74%	4.47%	7.53%	3.50%
Maret	2012	18.73%	50.00%	7.30%	4.81%	3.72%	4.45%	7.51%	3.48%