

Lampiran 1. Daftar Perusahaan Produksi Es Balok di Muara Baru, Tahun 2002

| No | Nama Perusahaan | Alamat |
|----|--|--|
| 1. | Perum Prasarana Perikanan Samudera Jakarta | Jl. Muara Baru Raya No.1, Jakarta Utara |
| 2. | PT. Safitrindo Dwi Santosa | Jl. Muara Baru Ujung Kavling Blok D No. 1 – 10 Jakarta Utara |
| 3. | PT. UFO | Jl. Duyung No 17, Pasar Ikan, Jakarta Utara |
| 4. | PT. Rawesja | Jl. Daan Mogot No. 206, Jakarta Barat |
| 5. | PT. Sinar Jaya | Jl. Daan Mogot No. 542A, Jakarta Barat |
| 6. | PT. Karaharja | Jl. Panungangan No.1, Karawaci, Tangerang |
| 7. | PT. Sasas | Jl. Kebon Nanas No.7, Tangerang |
| 8. | PT. Rasmita | Jl. Pulo Gadung No. 255, Jakarta Timur |

Lampiran 2. Daftar Keluar – Masuk Kapal di Pelabuhan Samudera cabang Muara Baru
Bulan Juli 2002

| No | Nama Kapal | Jenis Kapal | Volume (Balok) |
|-----|------------------------|-------------|----------------|
| 001 | KM. AMJ | Long Line | 852 |
| 002 | KM. Agro Mina 02 | Long Line | 621 |
| 003 | KM. Agung Makmur 04 | Long Line | 885 |
| 004 | KM. Agung Makmur 10 | Long Line | 765 |
| 005 | KM. Agung Makmur 18 | Long Line | 1.006 |
| 006 | KM. Agung Makmur 22 | Long Line | 931 |
| 007 | KM. Agung Makmur 24 | Long Line | 1.000 |
| 008 | KM. Along Makmur | Long Line | 825 |
| 009 | KM. Along Makmur I | Long Line | 1.050 |
| 010 | KM. Along Makmur II | Long Line | 1.153 |
| 011 | KM. Apel Prima | Long Line | 1.046 |
| 012 | KM. Apel Unggul | Long Line | 970 |
| 013 | KM. Arta Samudera | Long Line | 901 |
| 014 | KM. Asean Prima | Long Line | 660 |
| 015 | KM. Asean Prima II | Long Line | 796 |
| 016 | KM. Asia Bagus | Long Line | 720 |
| 017 | KM. Asia Bagus 28 | Long Line | 1050 |
| 018 | KM. Asia Bagus 33 | Long Line | 740 |
| 019 | KM. Bahari Anugerah | Long Line | 684 |
| 020 | KM. Bahari Maju | Long Line | 591 |
| 021 | KM. Bahari Pasifik | Long Line | 741 |
| 022 | KM. Bahari Nusantara 1 | Long Line | 648 |
| 023 | KM. Bahari Pertiwi | Long Line | 792 |
| 024 | KM. Bahari Sejahtera | Long Line | 866 |
| 025 | KM. Bali Indah | Tradisional | 239 |
| 026 | KM. Bali Indah I | Long Line | 600 |
| 027 | KM. Bali Indah II | Long Line | 676 |
| 028 | KM. Bali Indah III | Long Line | 740 |
| 029 | KM. Bali Indah VI | Tradisional | 180 |
| 030 | KM. Bali Indah VII | Long Line | 876 |
| 031 | KM. Bali Indah VIII | Long Line | 1.485 |
| 032 | KM. Bali Indah IX | Tradisional | 260 |
| 033 | KM. Bali Indah XV | Long Line | 760 |
| 034 | KM. Bali Indah XVI | Long Line | 1.119 |
| 035 | KM. Bali Indah XVIII | Long Line | 920 |
| 036 | KM. Banda Jaladri | Tradisional | 150. |
| 037 | KM. Bandar Tuna 03 | Tradisional | 240 |

Lampiran 2. (lanjutan)

| | | | |
|-----|---------------------------|-------------|-------|
| 038 | KM. Beringin Jaya | Long Line | 488 |
| 039 | KM. Bintang Jaya I | Long Line | 994 |
| 040 | KM. Bintang Jaya II | Long Line | 807 |
| 041 | KM. Bintang Jaya III | Long Line | 800 |
| 042 | KM. Bintang Mas | Long Line | 668 |
| 043 | KM. Bintang Mustika | Tradisional | 120 |
| 044 | KM. Bintang Rejeki | Long Line | 782 |
| 045 | KM. Bintang Sumber Rejeki | Long Line | 730 |
| 046 | KM. Bintang Timur | Long Line | 265 |
| 047 | KM. Buana Pasifik | Long Line | 741 |
| 048 | KM. Budi Bahari | Long Line | 400 |
| 049 | KM. Bumi Agro | Tradisional | 226 |
| 050 | KM. Cahaya Laut II | Long Line | 1.133 |
| 051 | KM. Cahaya Makmur | Long Line | 973 |
| 052 | KM. Cahaya Mina 01 | Tradisional | 210 |
| 053 | KM. Cakrawala 02 | Long Line | 655 |
| 054 | KM. Cakrawala 05 | Long Line | 1.234 |
| 055 | KM. Cakrawala 34 | Long Line | 817 |
| 056 | KM. Citra Ekspres | Long Line | 839 |
| 057 | KM. Citra Ekspres 01 | Long Line | 857 |
| 058 | KM. Citra Ekspres 02 | Long Line | 829 |
| 059 | KM. Citra Ekspres 03 | Long Line | 1.135 |
| 060 | KM. Citra Ekspres 05 | Long Line | 980 |
| 061 | KM. Citra Ekspres 07 | Long Line | 968 |
| 062 | KM. Citra Maju | Long Line | 705 |
| 063 | KM. Citra Nusantara | Long Line | 723 |
| 064 | KM. Corsika | Long Line | 963 |
| 065 | KM. Cuan Li | Long Line | 331 |
| 066 | KM. Danau Toba Indah XI | Long Line | 1.505 |
| 067 | KM. Dedi Jaya IX | Long Line | 1.114 |
| 068 | KM. Dewi Sejati | Long Line | 641 |
| 069 | KM. Dinamika | Long Line | 971 |
| 070 | KM. Fortuna 09 | Long Line | 920 |
| 071 | KM. Gunung Buah Dewa | Long Line | 943 |
| 072 | KM. Gunung Buah Dewa 02 | Tradisional | 121 |
| 073 | KM. Gurita | Tradisional | 125 |
| 074 | KM. Gurita 01 | Tradisional | 102 |
| 075 | KM. Gurita 02 | Tradisional | 150 |
| 076 | KM. Gurita 05 | Tradisional | 120 |
| 077 | KM. Harapan Jaya | Long Line | 676 |
| 078 | KM. Harapan Jaya 03 | Long Line | 720 |
| 079 | KM. Harapan Jaya Fortuna | Long Line | 307 |
| 080 | KM. Harapan Jaya Sejati | Long Line | 735 |
| 081 | KM. Harapan Sentosa | Long Line | 476 |
| 082 | KM. Harapan Sentosa 02 | Long Line | 849 |
| 083 | KM. Harapan Sentosa 03 | Long Line | 842 |

Lampiran 2. (lanjutan)

| | | | |
|-----|---------------------------|-------------|-------|
| 084 | KM. Harapan Sentosa 33 | Long Line | 628 |
| 085 | KM. Harmoni 02 | Long Line | 1.047 |
| 086 | KM. Harmoni 03 | Long Line | 890 |
| 087 | KM. Harmoni 06 | Long Line | 551 |
| 089 | KM. Harun Nusantara | Tradisional | 229 |
| 090 | KM. Hasil Mina | Long Line | 863 |
| 091 | KM. Hasil Nelayan Samudra | Long Line | 915 |
| 092 | KM. Hendara Jaya 08 | Tradisional | 134 |
| 093 | KM. Horas | Long Line | 795 |
| 094 | KM. Indah Maju 06 | Long Line | 680 |
| 095 | KM. Indah Jaya Makmur 02 | Long Line | 680 |
| 096 | KM. Inter Tuna | Tradisional | 100 |
| 097 | KM. J.J.J | Long Line | 1.132 |
| 098 | KM. Karya Jaya | Long Line | 845 |
| 099 | KM. Kasih Jaya Makmur | Long Line | 565 |
| 100 | KM. Kencana Makmur | Tradisional | 120 |
| 101 | KM. Koyong Jaya 07 | Long Line | 559 |
| 102 | KM. Krapu 1 | Long Line | 620 |
| 103 | KM. Krapu 2 | Long Line | 1.154 |
| 104 | KM. Kurnia Abadi | Tradisional | 120 |
| 105 | KM. Kurnia Sakti | Long Line | 626 |
| 106 | KM. Lautan Jaya 13 | Long Line | 840 |
| 107 | KM. Lesa 02 | Long Line | 623 |
| 108 | KM. Lestari Wijaya 28 | Long Line | 859 |
| 109 | KM. Maju Baru | Tradisional | 180 |
| 110 | KM. Maju Sakti | Long Line | 572 |
| 111 | KM. Maju Wijaya 18 | Tradisional | 258 |
| 112 | KM. Makmur Jaya 02 | Tradisional | 226 |
| 113 | KM. Makmur Jaya 21 | Long Line | 758 |
| 114 | KM. Mandiri Perkasa | Tradisional | 160 |
| 115 | KM. Marine | Tradisional | 180 |
| 116 | KM. Marine 05 | Long Line | 953 |
| 117 | KM. Marcopolo I | Long Line | 300 |
| 118 | KM. Matahari Timur 01 | Long Line | 1.164 |
| 119 | KM. Matahari Timur 02 | Long Line | 1.164 |
| 120 | KM. Mega Samudera | Long Line | 300 |
| 121 | KM. Mekar Gloria Agung | Long Line | 1.080 |
| 122 | KM. Mekar Mina Tama | Long Line | 802 |
| 123 | KM. Milenium | Long Line | 885 |
| 124 | KM. Milenium Jaya 02 | Long Line | 963 |
| 125 | KM. Mina Perkasa | Long Line | 315 |
| 126 | KM. Mina Sakti 03 | Long Line | 1.090 |
| 127 | KM. Mina Tama Maju | Long Line | 722 |
| 128 | KM. Mina Tama Maju 03 | Long Line | 942 |
| 129 | KM. Mina Utama Jaya | Long Line | 866 |
| 130 | KM. Mina Yasa 02 | Long Line | 340 |

Lampiran 2. (lanjutan)

| | | | |
|-----|---------------------------|-------------|-------|
| 131 | KM. Mina Yasa 03 | Long Line | 342 |
| 132 | KM. Mitra Arindo 03 | Long Line | 868 |
| 133 | KM. Mitra Arindo 06 | Long Line | 654 |
| 134 | KM. Mulia | Long Line | 500 |
| 135 | KM. Naga Sakti | Long Line | 980 |
| 136 | KM. Nelayan Samudera | Long Line | 783 |
| 137 | KM. Ocean III | Long Line | 947 |
| 138 | KM. Osembaga III | Long Line | 800 |
| 139 | KM. Pelita Abadi | Long Line | 658 |
| 140 | KM. Pelita Harapan II | Long Line | 538 |
| 141 | KM. Pertuni 01 | Long Line | 943 |
| 142 | KM. Prima Ekspres | Long Line | 140 |
| 143 | KM. Prima Utama Jaya 06 | Long Line | 924 |
| 144 | KM. Prima Utama Jaya 08 | Long Line | 1.130 |
| 145 | KM. Puri Bahari | Tradisional | 158 |
| 146 | KM. Puri Prunama | Long Line | 380 |
| 147 | KM. Putra Kencana | Long Line | 379 |
| 148 | KM. Putra Kencana 01 | Long Line | 714 |
| 149 | KM. Putra Kencana 09 | Long Line | 902 |
| 150 | KM. Putra Nusantara | Long Line | 430 |
| 151 | KM. Putra Setia | Long Line | 837 |
| 152 | KM. Ratu Jaladri | Long Line | 514 |
| 153 | KM. Ratu Jaladri 01 | Long Line | 377 |
| 154 | KM. Restu Jaya | Long Line | 738 |
| 155 | KM. RKB | Long Line | 603 |
| 156 | KM. Samindo | Long Line | 530 |
| 157 | KM. Sampruna Jaya Abadi | Long Line | 1.078 |
| 158 | KM. Samudera I | Long Line | 898 |
| 159 | KM. Samudera Deli | Long Line | 1.027 |
| 160 | KM. Samudera Jaya | Tradisional | 287 |
| 161 | KM. Satu Delapan | Tradisional | 240 |
| 162 | KM. Segara Tuna | Long Line | 939 |
| 163 | KM. Semi I | Long Line | 1.396 |
| 164 | KM. Setai Darma | Long Line | 906 |
| 165 | KM. Sinar Arindo | Long Line | 944 |
| 166 | KM. Sinar Arindo Jaya | Long Line | 1.142 |
| 167 | KM. Sinar Fajar | Tradisional | 105 |
| 168 | KM. Sinar Jaya 02 | Long Line | 899 |
| 169 | KM. Sinar Jaya Utama | Long Line | 952 |
| 170 | KM. Starindo Jaya | Long Line | 1.150 |
| 171 | KM. Starindo Jaya 01 | Long Line | 1.052 |
| 172 | KM. Sugih Jaya | Long Line | 747 |
| 173 | KM. Sukses Wijaya 38 | Long Line | 636 |
| 174 | KM. Suman Jaya Perkasa 09 | Long Line | 802 |
| 175 | KM. Suman Jaya Perkasa 10 | Long Line | 794 |
| 176 | KM. Sumber Abadi | Tradisional | 162 |

Lampiran 2. (lanjutan)

| | | | |
|-----|------------------------|-------------|-------|
| 177 | KM. Sumber Bahari | Long Line | 1.115 |
| 178 | KM. Sumber Emas 28 | Long Line | 1.160 |
| 179 | KM. Sumber Hasil | Long Line | 334 |
| 180 | KM. Sumber Samudera | Long Line | 565 |
| 181 | KM. Sunjaya 05 | Long Line | 655 |
| 182 | KM. Surya Hasil Laut | Tradisional | 120 |
| 183 | KM. Surya Kencana 01 | Long Line | 799 |
| 184 | KM. Surya Kencana 02 | Long Line | 883 |
| 185 | KM. Surya Mas | Long Line | 780 |
| 186 | KM. Surya Samudera 47 | Long Line | 913 |
| 187 | KM. Teddy Wijaya 06 | Long Line | 450 |
| 188 | KM. TIP 107 | Long Line | 818 |
| 189 | KM. Tirta Mega | Long Line | 1.092 |
| 190 | KM. Tirta Samudera | Long Line | 1.924 |
| 191 | KM. Tri Jaya 07 | Long Line | 682 |
| 192 | KM. Tri Jaya 08 | Long Line | 914 |
| 193 | KM. Trio Cahaya Makmur | Long Line | 1.184 |
| 194 | KM. Unggul Prima | Long Line | 773 |
| 195 | KM. Union Baru 02 | Long Line | 802 |
| 196 | KM. Union Jaya 01 | Long Line | 1.110 |
| 197 | KM. Union Jaya 02 | Long Line | 1.050 |
| 198 | KM. United 15 | Long Line | 1.140 |
| 199 | KM. United 17 | Long Line | 1.047 |
| 200 | KM. Usaha Mina | Long Line | 1.120 |
| 201 | KM. Usaha Mina 01 | Long Line | 1.474 |
| 202 | KM. Varia Tuna | Long Line | 830 |
| 203 | KM. Venelope | Long Line | 984 |
| 204 | KM. Venesia | Long Line | 951 |
| 205 | KM. Wiryasakti 03 | Long Line | 669 |
| 206 | KM. Wulan | Long Line | 634 |
| 207 | KM. Yong Putera 03 | Long Line | 1.031 |
| 208 | KM. Yupiter | Long Line | 950 |

LAMPIRAN 3. Hasil Kuesioner

| No | Nama Responden | Merek Es Balok | |
|-----|------------------|----------------|------------|
| | | Sebelumnya | Saat ini |
| 001 | Wijaya | Karaharja | Karaharja |
| 002 | Pono | Karaharja | Karaharja |
| 003 | Akok | Karaharja | Karaharja |
| 004 | Peri | Karaharja | Karaharja |
| 005 | Sugiarto | Karaharja | Karaharja |
| 006 | H. Saefudin | Karaharja | Karaharja |
| 007 | H. Rojak | Karaharja | Rasmita |
| 008 | H. Simin | Karaharja | Safit |
| 009 | H. Rosyidi | Karaharja | Sinar Jaya |
| 010 | Warkian | Karaharja | Sinar Jaya |
| 011 | PT. Lolamina | Perum | Perum |
| 012 | PT. Lucki | Perum | Perum |
| 013 | PT. Mitra Bahari | Perum | Perum |
| 014 | Senang | Perum | Perum |
| 015 | Suroto | Perum | Perum |
| 016 | Akhim | Perum | Perum |
| 017 | Daeng Bali | Perum | Perum |
| 018 | Daeng Tonga | Perum | Perum |
| 019 | Januari | Perum | Perum |
| 020 | Aliudin | Perum | Perum |
| 021 | PT. Bonekom | Perum | Perum |
| 022 | Thamrin | Perum | Perum |
| 023 | Gerhard | Perum | Perum |
| 024 | Maryono | Perum | Perum |
| 025 | Mustani | Perum | Perum |
| 026 | H. Rais | Perum | Perum |
| 027 | Acok | Perum | Rasmita |
| 028 | Frans | Perum | Rasmita |
| 029 | Ahok | Perum | Rawesja |
| 030 | William | Perum | Sinar Jaya |
| 031 | PT. Pumar | Perum | Sinar Jaya |
| 032 | Atek | Rasmita | Perum |
| 033 | H. Tohir | Rasmita | Perum |
| 034 | Asnawi | Rasmita | Rasmita |
| 035 | Suhendar | Rasmita | Rasmita |
| 036 | Hendra | Rasmita | Rasmita |
| 037 | Hari | Rasmita | Rasmita |
| 038 | Sukirman | Rasmita | Safit |
| 039 | Daeng Badai | Rasmita | UFO |
| 040 | Ameng | Rawesja | Karaharja |
| 041 | Thamrin Usman | Rawesja | Perum |
| 042 | Warsono | Rawesja | Perum |
| 043 | Aseng | Rawesja | Rawesja |
| 044 | Eeng | Rawesja | Rawesja |

LAMPIRAN 3. (lanjutan)

| No | Nama Responden | Merek Es Balok | |
|-----|----------------|----------------|-----------|
| | | Sebelumnya | Saat ini |
| 045 | Somad | Rawesja | Rawesja |
| 046 | Aming | Rawesja | Rawesja |
| 047 | Bambang | Rawesja | Rawesja |
| 048 | Waskito | Rawesja | Safit |
| 049 | Drajat | Rawesja | Sasas |
| 050 | Amin | Rawesja | Sasas |
| 051 | Suhadi | Safit | Karaharja |
| 052 | Aidi | Safit | Perum |
| 053 | Acai | Safit | Safit |
| 054 | Budi Yuwono | Safit | Safit |
| 055 | Herman | Safit | Safit |
| 056 | Osan | Safit | Safit |
| 057 | Agustinus | Safit | Safit |
| 058 | Abuy | Safit | Safit |
| 059 | Aliong | Safit | Safit |
| 060 | Linardi | Safit | Safit |
| 061 | Acun | Safit | Safit |
| 062 | Asun | Safit | Safit |
| 063 | Asuk | Safit | Safit |
| 064 | Roni | Safit | Safit |
| 065 | Rojak | Safit | Safit |
| 066 | David | Safit | Safit |
| 067 | H. Darwis | Safit | Safit |
| 068 | H. Salmin | Safit | Safit |
| 069 | Suradi | Safit | Safit |
| 070 | Susilo | Safit | Safit |
| 071 | Darmanto | Safit | Safit |
| 072 | Akie | Safit | Safit |
| 073 | Hasan | Safit | Safit |
| 074 | Tedi | Safit | Safit |
| 075 | Rahman | Safit | Safit |
| 076 | Ayung | Safit | Safit |
| 077 | Dadang | Safit | UFO |
| 078 | Dedi | Sasas | Rawesja |
| 079 | Hamzah | Sasas | Rawesja |
| 080 | Rahmat | Sasas | Safit |
| 081 | H. Salmin | Sasas | Sasas |
| 082 | Rohim | Sasas | Sasas |
| 083 | Yusuf | Sasas | Sasas |
| 084 | Keji | Sasas | Sasas |
| 085 | Jujun | Sasas | Sasas |
| 086 | Wahyu | Sasas | Sasas |
| 087 | Warno | Sinar Jaya | Rasmita |
| 088 | H. marsudi | Sinar Jaya | Rawesja |

LAMPIRAN 3. (lanjutan)

| No | Nama Responden | Merek Es Balok | |
|-----|----------------|----------------|------------|
| | | Sebelumnya | Saat ini |
| 089 | Saut | Sinar Jaya | Safit |
| 090 | Engkus | Sinar Jaya | Sinar Jaya |
| 091 | Sunarto | Sinar Jaya | Sinar Jaya |
| 092 | Agus | Sinar Jaya | UFO |
| 093 | Usep | Sinar Jaya | UFO |
| 094 | Wawan | UFO | Karaharja |
| 095 | Warsito | UFO | Rasmita |
| 096 | Awe | UFO | Rasmita |
| 097 | Andi Sueb | UFO | Rawesja |
| 098 | Muniri | UFO | Sasas |
| 099 | Daeng Teguh | UFO | Sinar Jaya |
| 100 | Ismail | UFO | UFO |
| 101 | Edi Santosa | UFO | UFO |
| 102 | Andi Rohman | UFO | UFO |
| 103 | Bonang | UFO | UFO |
| 104 | Joko | UFO | UFO |
| 105 | Karman | UFO | UFO |
| 106 | Suprianto | UFO | UFO |
| 107 | Imam | UFO | UFO |

**LAMPIRAN 4. Pendugaan Pangsa Pasar
PT. Safitrindo 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% |
| Nopember | 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% |
| Nopember | 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% |
| Nopember | 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% |
| Nopember | 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% |

LAMPIRAN 5. PT. Safitrindo Dwi Santosa
Alokasi dana pinjaman dan cicilan
Sampai tercapai pangsa pasar 50%

| Bulan | Tahun | Pangsa | Penjualan | Pinjaman | Cicilan | Saldo |
|-----------|-------|--------|-----------|----------------|----------------|----------------|
| Juli | 2002 | 0.2882 | 87,661 | 525,965,000.00 | | 525,965,000.00 |
| Agustus | 2002 | 0.3131 | 95,235 | 45,442,500.00 | 87,660,833.33 | 483,746,666.67 |
| September | 2002 | 0.3281 | 99,797 | 27,375,000.00 | 95,234,583.33 | 415,887,083.33 |
| Oktober | 2002 | 0.3372 | 102,565 | 16,607,500.00 | 99,797,083.33 | 332,697,500.00 |
| Nopember | 2002 | 0.3428 | 104,268 | 10,220,000.00 | 102,565,000.00 | 240,352,500.00 |
| Desember | 2002 | 0.3462 | 105,303 | 6,205,000.00 | 104,268,333.33 | 142,289,166.67 |
| Januari | 2003 | 0.3484 | 105,972 | 4,015,000.00 | 105,302,500.00 | 41,001,666.67 |
| Pebruari | 2003 | 0.3499 | 106,428 | 638,567,500.00 | 105,971,666.67 | 573,597,500.00 |
| Maret | 2003 | 0.3508 | 106,702 | 1,642,500.00 | 106,427,916.67 | 468,812,083.33 |
| April | 2003 | 0.3514 | 106,884 | 1,095,000.00 | 106,701,666.67 | 363,205,416.67 |
| Mei | 2003 | 0.3518 | 107,006 | 730,000.00 | 106,884,166.67 | 257,051,250.00 |
| Juni | 2003 | 0.3520 | 107,067 | 365,000.00 | 107,005,833.33 | 150,410,416.67 |
| Juli | 2003 | 0.3522 | 107,128 | 365,000.00 | 107,066,666.67 | 43,708,750.00 |
| Agustus | 2003 | 0.3523 | 107,158 | 642,947,500.00 | 107,127,500.00 | 579,528,750.00 |
| September | 2003 | 0.3524 | 107,188 | 182,500.00 | 107,157,916.67 | 472,553,333.33 |
| Oktober | 2003 | 0.3525 | 107,211 | 136,875.00 | 107,188,333.33 | 365,501,875.00 |
| Nopember | 2003 | 0.3525 | 107,214 | 18,250.00 | 107,211,145.83 | 258,308,979.17 |
| Desember | 2003 | 0.3525 | 107,218 | 23,725.00 | 107,214,187.50 | 151,118,516.67 |
| Januari | 2004 | 0.3540 | 107,675 | 2,741,150.00 | 107,218,141.67 | 46,641,525.00 |
| Pebruari | 2004 | 0.3555 | 108,131 | 648,787,500.00 | 107,675,000.00 | 587,754,025.00 |
| Maret | 2004 | 0.3570 | 108,588 | 2,737,500.00 | 108,131,250.00 | 482,360,275.00 |
| April | 2004 | 0.3585 | 109,044 | 2,737,500.00 | 108,587,500.00 | 376,510,275.00 |
| Mei | 2004 | 0.3600 | 109,500 | 2,737,500.00 | 109,043,750.00 | 270,204,025.00 |
| Juni | 2004 | 0.3615 | 109,956 | 2,737,500.00 | 109,500,000.00 | 163,441,525.00 |
| Juli | 2004 | 0.3630 | 110,413 | 2,737,500.00 | 109,956,250.00 | 56,222,775.00 |
| Agustus | 2004 | 0.3645 | 110,869 | 665,212,500.00 | 110,412,500.00 | 611,022,775.00 |
| September | 2004 | 0.3660 | 111,325 | 2,737,500.00 | 110,868,750.00 | 502,891,525.00 |
| Oktober | 2004 | 0.3675 | 111,781 | 2,737,500.00 | 111,325,000.00 | 394,304,025.00 |
| Nopember | 2004 | 0.3690 | 112,238 | 2,737,500.00 | 111,781,250.00 | 285,260,275.00 |
| Desember | 2004 | 0.3705 | 112,694 | 2,737,500.00 | 112,237,500.00 | 175,760,275.00 |
| Januari | 2005 | 0.3720 | 113,150 | 2,737,500.00 | 112,693,750.00 | 65,804,025.00 |
| Pebruari | 2005 | 0.3735 | 113,606 | 681,637,500.00 | 113,150,000.00 | 634,291,525.00 |
| Maret | 2005 | 0.3750 | 114,063 | 2,737,500.00 | 113,606,250.00 | 523,422,775.00 |
| April | 2005 | 0.3765 | 114,519 | 2,737,500.00 | 114,062,500.00 | 412,097,775.00 |
| Mei | 2005 | 0.3780 | 114,975 | 2,737,500.00 | 114,518,750.00 | 300,316,525.00 |
| Juni | 2005 | 0.3795 | 115,431 | 2,737,500.00 | 114,975,000.00 | 188,079,025.00 |
| Juli | 2005 | 0.3810 | 115,888 | 2,737,500.00 | 115,431,250.00 | 75,385,275.00 |
| Agustus | 2005 | 0.3825 | 116,344 | 698,062,500.00 | 115,887,500.00 | 657,560,275.00 |
| September | 2005 | 0.3840 | 116,800 | 2,737,500.00 | 116,343,750.00 | 543,954,025.00 |
| Oktober | 2005 | 0.3855 | 117,256 | 2,737,500.00 | 116,800,000.00 | 429,891,525.00 |
| Nopember | 2005 | 0.3870 | 117,713 | 2,737,500.00 | 117,256,250.00 | 315,372,775.00 |
| Desember | 2005 | 0.3885 | 118,169 | 2,737,500.00 | 117,712,500.00 | 200,397,775.00 |
| Januari | 2006 | 0.3900 | 118,625 | 2,737,500.00 | 118,168,750.00 | 84,966,525.00 |
| Pebruari | 2006 | 0.3915 | 119,081 | 714,487,500.00 | 118,625,000.00 | 680,829,025.00 |
| Maret | 2006 | 0.3930 | 119,538 | 2,737,500.00 | 119,081,250.00 | 564,485,275.00 |

LAMPIRAN 5. (lanjutan)

| Bulan | Tahun | Pangsa | Penjualan | Pinjaman | Cicilan | Saldo |
|-----------|-------|--------|-----------|----------------|----------------|----------------|
| Juni | 2006 | 0.3975 | 120,906 | 2,737,500.00 | 120,450,000.00 | 212,716,525.00 |
| Juli | 2006 | 0.3990 | 121,363 | 2,737,500.00 | 120,906,250.00 | 94,547,775.00 |
| Agustus | 2006 | 0.4005 | 121,819 | 730,912,500.00 | 121,362,500.00 | 704,097,775.00 |
| September | 2006 | 0.4020 | 122,275 | 2,737,500.00 | 121,818,750.00 | 585,016,525.00 |
| Oktober | 2006 | 0.4035 | 122,731 | 2,737,500.00 | 122,275,000.00 | 465,479,025.00 |
| Nopember | 2006 | 0.4050 | 123,188 | 2,737,500.00 | 122,731,250.00 | 345,485,275.00 |
| Desember | 2006 | 0.4065 | 123,644 | 2,737,500.00 | 123,187,500.00 | 225,035,275.00 |
| Januari | 2007 | 0.4080 | 124,100 | 2,737,500.00 | 123,643,750.00 | 104,129,025.00 |
| Pebruari | 2007 | 0.4095 | 124,556 | 747,337,500.00 | 124,100,000.00 | 727,366,525.00 |
| Maret | 2007 | 0.4110 | 125,013 | 2,737,500.00 | 124,556,250.00 | 605,547,775.00 |
| April | 2007 | 0.4125 | 125,469 | 2,737,500.00 | 125,012,500.00 | 483,272,775.00 |
| Mei | 2007 | 0.4140 | 125,925 | 2,737,500.00 | 125,468,750.00 | 360,541,525.00 |
| Juni | 2007 | 0.4155 | 126,381 | 2,737,500.00 | 125,925,000.00 | 237,354,025.00 |
| Juli | 2007 | 0.4170 | 126,838 | 2,737,500.00 | 126,381,250.00 | 113,710,275.00 |
| Agustus | 2007 | 0.4185 | 127,294 | 763,762,500.00 | 126,837,500.00 | 750,635,275.00 |
| September | 2007 | 0.4200 | 127,750 | 2,737,500.00 | 127,293,750.00 | 626,079,025.00 |
| Oktober | 2007 | 0.4215 | 128,206 | 2,737,500.00 | 127,750,000.00 | 501,066,525.00 |
| Nopember | 2007 | 0.4230 | 128,663 | 2,737,500.00 | 128,206,250.00 | 375,597,775.00 |
| Desember | 2007 | 0.4245 | 129,119 | 2,737,500.00 | 128,662,500.00 | 249,672,775.00 |
| Januari | 2008 | 0.4260 | 129,575 | 2,737,500.00 | 129,118,750.00 | 123,291,525.00 |
| Pebruari | 2008 | 0.4275 | 130,031 | 780,187,500.00 | 129,575,000.00 | 773,904,025.00 |
| Maret | 2008 | 0.4290 | 130,488 | 2,737,500.00 | 130,031,250.00 | 646,610,275.00 |
| April | 2008 | 0.4305 | 130,944 | 2,737,500.00 | 130,487,500.00 | 518,860,275.00 |
| Mei | 2008 | 0.4320 | 131,400 | 2,737,500.00 | 130,943,750.00 | 390,654,025.00 |
| Juni | 2008 | 0.4335 | 131,856 | 2,737,500.00 | 131,400,000.00 | 261,991,525.00 |
| Juli | 2008 | 0.4350 | 132,313 | 2,737,500.00 | 131,856,250.00 | 132,872,775.00 |
| Agustus | 2008 | 0.4365 | 132,769 | 2,737,500.00 | 132,312,500.00 | 3,297,775.00 |
| September | 2008 | 0.4380 | 133,225 | 799,350,000.00 | 132,768,750.00 | 669,879,025.00 |
| Oktober | 2008 | 0.4395 | 133,681 | 2,737,500.00 | 133,225,000.00 | 539,391,525.00 |
| Nopember | 2008 | 0.4410 | 134,138 | 2,737,500.00 | 133,681,250.00 | 408,447,775.00 |
| Desember | 2008 | 0.4425 | 134,594 | 2,737,500.00 | 134,137,500.00 | 277,047,775.00 |
| Januari | 2009 | 0.4440 | 135,050 | 2,737,500.00 | 134,593,750.00 | 145,191,525.00 |
| Pebruari | 2009 | 0.4455 | 135,506 | 2,737,500.00 | 135,050,000.00 | 12,879,025.00 |
| Maret | 2009 | 0.4470 | 135,963 | 815,775,000.00 | 135,506,250.00 | 693,147,775.00 |
| April | 2009 | 0.4485 | 136,419 | 2,737,500.00 | 135,962,500.00 | 559,922,775.00 |
| Mei | 2009 | 0.4500 | 136,875 | 2,737,500.00 | 136,418,750.00 | 426,241,525.00 |
| Juni | 2009 | 0.4515 | 137,331 | 2,737,500.00 | 136,875,000.00 | 292,104,025.00 |
| Juli | 2009 | 0.4530 | 137,788 | 2,737,500.00 | 137,331,250.00 | 157,510,275.00 |
| Agustus | 2009 | 0.4545 | 138,244 | 2,737,500.00 | 137,787,500.00 | 22,460,275.00 |
| September | 2009 | 0.4560 | 138,700 | 832,200,000.00 | 138,243,750.00 | 716,416,525.00 |
| Oktober | 2009 | 0.4575 | 139,156 | 2,737,500.00 | 138,700,000.00 | 580,454,025.00 |
| Nopember | 2009 | 0.4590 | 139,613 | 2,737,500.00 | 139,156,250.00 | 444,035,275.00 |
| Desember | 2009 | 0.4605 | 140,069 | 2,737,500.00 | 139,612,500.00 | 307,160,275.00 |
| Januari | 2010 | 0.4620 | 140,525 | 2,737,500.00 | 140,068,750.00 | 169,829,025.00 |
| Pebruari | 2010 | 0.4635 | 140,981 | 2,737,500.00 | 140,525,000.00 | 32,041,525.00 |
| Maret | 2010 | 0.4650 | 141,438 | 848,625,000.00 | 140,981,250.00 | 739,685,275.00 |
| April | 2010 | 0.4665 | 141,894 | 2,737,500.00 | 141,437,500.00 | 600,985,275.00 |

LAMPIRAN 5. (lanjutan)

| Bulan | Tahun | Pangsa | Penjualan | Pinjaman | Cicilan | Saldo |
|-----------|-------|--------|-----------|----------------|----------------|----------------|
| Mei | 2010 | 0.4680 | 142,350 | 2,737,500.00 | 141,893,750.00 | 461,829,025.00 |
| Juni | 2010 | 0.4695 | 142,806 | 2,737,500.00 | 142,350,000.00 | 322,216,525.00 |
| Juli | 2010 | 0.4710 | 143,263 | 2,737,500.00 | 142,806,250.00 | 182,147,775.00 |
| Agustus | 2010 | 0.4725 | 143,719 | 2,737,500.00 | 143,262,500.00 | 41,622,775.00 |
| September | 2010 | 0.4740 | 144,175 | 865,050,000.00 | 143,718,750.00 | 762,954,025.00 |
| Oktober | 2010 | 0.4755 | 144,631 | 2,737,500.00 | 144,175,000.00 | 621,516,525.00 |
| Nopember | 2010 | 0.4770 | 145,088 | 2,737,500.00 | 144,631,250.00 | 479,622,775.00 |
| Desember | 2010 | 0.4785 | 145,544 | 2,737,500.00 | 145,087,500.00 | 337,272,775.00 |
| Januari | 2011 | 0.4800 | 146,000 | 2,737,500.00 | 145,543,750.00 | 194,466,525.00 |
| Pebruari | 2011 | 0.4815 | 146,456 | 2,737,500.00 | 146,000,000.00 | 51,204,025.00 |
| Maret | 2011 | 0.4830 | 146,913 | 881,475,000.00 | 146,456,250.00 | 786,222,775.00 |
| April | 2011 | 0.4845 | 147,369 | 2,737,500.00 | 146,912,500.00 | 642,047,775.00 |
| Mei | 2011 | 0.4860 | 147,825 | 2,737,500.00 | 147,368,750.00 | 497,416,525.00 |
| Juni | 2011 | 0.4875 | 148,281 | 2,737,500.00 | 147,825,000.00 | 352,329,025.00 |
| Juli | 2011 | 0.4890 | 148,738 | 2,737,500.00 | 148,281,250.00 | 206,785,275.00 |
| Agustus | 2011 | 0.4905 | 149,194 | 2,737,500.00 | 148,737,500.00 | 60,785,275.00 |
| September | 2011 | 0.4920 | 149,650 | 897,900,000.00 | 149,193,750.00 | 809,491,525.00 |
| Oktober | 2011 | 0.4935 | 150,106 | 2,737,500.00 | 149,650,000.00 | 662,579,025.00 |
| Nopember | 2011 | 0.4950 | 150,563 | 2,737,500.00 | 150,106,250.00 | 515,210,275.00 |
| Desember | 2011 | 0.4965 | 151,019 | 2,737,500.00 | 150,562,500.00 | 367,385,275.00 |
| Januari | 2012 | 0.4980 | 151,475 | 2,737,500.00 | 151,018,750.00 | 219,104,025.00 |
| Pebruari | 2012 | 0.4995 | 151,931 | 2,737,500.00 | 151,475,000.00 | 70,366,525.00 |
| Maret | 2012 | 0.5000 | 152,083 | 912,500,000.00 | 151,931,250.00 | 830,935,275.00 |
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