

LAMPIRAN

Data Penjualan Bersih Perusahaan Manufaktur Sektor Barang Konsumsi 2015-2019 (dalam jutaan Rupiah)

Nama Perusahaan	Penjualan Bersih				
	2015	2016	2017	2018	2019
PT Indofood CBP Sukses Makmur Tbk(ICBP)	31.741.094	34.375.236	35.606.593	38.413.407	42.296.703
PT. Wilmar Cahaya Indonesia Tbk(CEKA)	3.485.734	4.115.542	4.257.738	3.629.328	3.120.937
PT. Delta Jakarta Tbk(DLTA)	699.507	774.968	777.308	893.006	827.137
PT. Indofood Sukses Makmur Tbk(INDF)	64.061.947	66.659.484	70.186.618	73.394.728	76.592.955
PT. Mayora Indah Tbk(MYOR)	14.818.731	18.349.960	20.816.674	24.060.802	25.026.739
PT. Multi Bintang Indonesia Tbk(MLBI)	2.696.318	3.263.311	3.389.736	3.574.801	3.711.405
PT. Nippon Indosari Corpindo Tbk(ROTI)	2.174.502	2.521.921	2.491.100	2.766.546	3.337.022
PT. Prasdha Aneka Niaga Tbk(PSDN)	920.353	932.906	1.399.580	1.334.070	1.224.284
PT. Sekar Bumi Tbk(SKBM)	1.362.246	1.501.116	1.841.487	1.953.911	2.104.705
PT. Sekar Laut Tbk(SKLT)	745.108	833.850	914.189	1.045.030	1.281.116
PT. Siantar Top Tbk(STTP)	2.544.278	2.629.107	2.825.409	2.826.957	3.512.509
PT. Tri Banyan Tirta Tbk (ALTO)	301.782	296.472	262.144	290.275	343.972
PT. Ultra Jaya Milk Tbk(ULTJ)	4.393.933	4.685.988	4.879.559	5.472.882	6.241.419
PT. Tiga Pilar Sejahtera Food Tbk(AISA)	6.010.895	6.545.680	1.950.589	1.583.265	1.510.427
PT. Budi Starch & Sweetener Tbk(BUDI)	2.378.805	2.467.553	2.510.578	2.647.193	3.003.768
PT. Inti Agri Resources Tbk (IIKP)	19.953	84.355	21.413	17.802	20.078
PT. Magna Investama Mandiri Tbk(MGNA)	96.346	68.632	198.691	257.438	42.287
PT. Akasha Wira International Tbk(ADES)	669.725	887.663	814.490	804.302	834.330
PT. Bumi Teknokultura Unggul Tbk. (BTEK)	1.092.692	748.089	887.141	890.046	697.914
PT.Tunas Baru Lampung Tbk (TBLA)	5.531.301	6.513.980	8.974.708	8.614.889	8.533.183
PT. Gudang Garam Tbk(GGRM)	70.365.573	76.274.147	83.305.925	95.707.663	110.523.819
PT. H.M. Sampoerna Tbk(HMSP)	89.069.306	95.466.657	99.091.484	106.741.891	106.055.176
PT. Bentoel Internasional Investama+D24 Tbk(RMBA)	16.814.352	19.228.981	20.258.870	21.923.057	20.834.699
PT. Wismilak Inti Makmur Tbk(WIIM)	1.839.420	1.685.796	1.476.427	1.405.384	1.393.574
PT.Darya-Varia Laboratoria Tbk(DVLA)	1.306.098	1.451.357	1.575.647	1.699.657	1.813.020
PT. Indofarma Tbk(INAF)	1.621.899	1.674.703	1.631.317	1.592.980	1.359.175
PT. Kimia Farma Tbk(KAEF)	4.860.371	5.811.503	6.127.479	8.459.247	9.400.535
PT. Kalbe Farma Tbk(KLBF)	17.887.464	19.374.231	20.182.120	21.074.306	22.633.476
PT. Merck Tbk(MERK)	983.446	1.034.807	1.156.648	611.958	744.635
PT.Pyridam Farma Tbk(PYFA)	217.844	216.952	223.002	250.446	247.115
PT. Merck Sharp Dohme Pharma Tbk(SCPI)	2.260.572	2.399.835	2.184.624	2.205.542	1.841.268
PT. Industri Jamu dan Farmasi Sido Muncul Tbk (SIDO)	2.218.536	2.561.806	2.573.840	2.763.292	3.067.434
PT. Tempo Scan Pacific Tbk(TSPC)	8.181.482	9.138.239	9.565.462	10.088.119	10.993.842
PT. Kino Indonesia Tbk(KINO)	3.603.848	3.493.029	3.160.637	3.611.694	4.678.869
PT. Martina Berto Tbk(MBTO)	694.783	685.444	731.577	502.518	537.568
PT. Mustika Ratu Tbk(MRAT)	428.093	344.361	344.679	300.573	305.225
PT. Mandom Indonesia Tbk(TCID)	2.314.890	2.526.776	2.706.395	2.648.754	2.804.152
PT. Unilever Indonesia Tbk(UNVR)	36.484.030	40.053.732	41.204.510	41.802.073	42.922.563
PT.Chitose Internasional Tbk(CINT)	315.230	327.426	373.956	370.391	411.783
PT.Kedaung Indah Can Tbk(KICI)	91.735	99.382	113.415	86.916	91.061
PT. Langgeng Makmur Industri Tbk(LMPI)	452.694	411.945	411.144	455.556	517.512

Data Laba Bersih Perusahaan Manufaktur Sektor Barang Konsumsi 2015-2019
(dalam jutaan Rupiah)

Nama Perusahaan	Penjualan bersih				
	Laba 2015	Laba 2016	Laba 2017	Laba 2018	Laba 2019
PT Indofood CBP Sukses Makmur Tbk(ICBP)	2.923.148	3.631.301	3.543.173	4.658.781	5.360.029
PT. Wilmar Cahaya Indonesia Tbk(CEKA)	106.549	249.697	107.421	92.650	215.459
PT. Delta Djakarta Tbk(DLTA)	192.045	254.509	279.773	338.130	317.815
PT. Indofood Sukses Makmur Tbk(INDF)	3.709.500	5.266.906	5.145.063	4.961.851	5.902.729
PT. Mayora Indah Tbk(MYOR)	1.250.233	1.388.676	1.630.954	1.760.434	2.039.404
PT. Multi Bintang Indonesia Tbk(MLBI)	496.909	982.129	1.322.067	1.224.807	1.206.059
PT. Nippon Indosari Corpindo Tbk(ROTI)	270.539	279.777	135.364	127.171	236.519
PT. Prasdha Aneka Niaga Tbk(PSDN)	-42.620	-36.662	32.151	-46.599	-25.763
PT. Sekar Bumi Tbk (SKBM)	40.151	22.545	25.880	15.955	957
PT. Sekar Laut Tbk(SKLT)	20.067	20.646	22.971	31.954	44.944
PT. Siantar Top Tbk(STTP)	185.705	174.177	216.024	255.089	482.591
PT. Tri Banyan Tirta Tbk (ALTO)	-24.346	-26.501	-62.850	-33.021	-7.383
PT. Ultra Jaya Milk Tbk(ULTJ)	523.100	709.825	711.681	701.607	1.035.865
PT. Tiga Pilar Sejahtera Food Tbk(AISA)	373.750	719.228	-5.234.288	-123.513	1.134.776
PT. Budi Starch & Sweetener Tbk(BUDI)	21.072	38.624	45.691	50.467	64.021
PT. Inti Agri Resources Tbk (IKP)	-16.150	-27.569	-13.010	-15.074	85.544
PT. Magna Investama Mandiri Tbk(MGNA)	2.482	-69.447	-16.393	-36.888	-121.648
PT. Akasha Wira International Tbk(ADES)	32.839	55.951	38.242	52.958	83.885
PT. Bumi Teknokultura Unggul Tbk. (BTEK)	2.830	2.246	-42.844	76.002	-83.844
PT.Tunas Baru Lampung Tbk (TBLA)	200.783	621.011	954.357	764.380	661.034
PT. Gudang Garam Tbk(GGRM)	6.452.834	6.672.682	7.755.347	7.793.068	10.880.704
PT. H.M. Sampoerna Tbk(HMSP)	10.363.308	12.762.229	12.670.534	13.538.418	13.721.513
PT. Bentoel Internasional Investama+D24 Tbk(RMBA)	-1.638.538	-2.085.811	-480.063	-608.463	50.612
PT. Wismilak Inti Makmur Tbk(WIIM)	131.081	106.290	40.590	51.143	27.328
PT.Darya-Varia Laboratoria Tbk(DVLA)	107.894	152.083	162.249	200.652	221.783
PT. Indofarma Tbk(INAF)	6.566	-17.367	-46.285	-32.736	7.962
PT. Kimia Farma Tbk(KAEF)	252.973	271.598	331.708	535.085	15.890
PT. Kalbe Farma Tbk(KLBF)	2.057.694	2.350.885	2.453.251	2.497.262	2.537.602
PT. Merck Tbk(MERK)	142.545	153.843	144.677	1.163.324	78
PT.Pyridam Farma Tbk(PYFA)	3.087	5.146	7.127	8.447	9.343
PT. Merck Sharp Dohme Pharma Tbk(SCPI)	139.322	134.727	122.515	127.092	112.653
PT. Industri Jamu dan Farmasi Sido Muncul Tbk (SIDO)	437.475	480.525	533.799	663.849	807.689
PT. Tempo Scan Pacific Tbk(TSPC)	529.219	545.494	557.340	540.378	595.155
PT. Kino Indonesia Tbk(KINO)	263.031	181.110	109.696	150.116	515.603
PT. Martina Berto Tbk(MBTO)	-14.057	8.814	-24.691	-114.131	-66.946
PT. Mustika Ratu Tbk(MRAT)	1.046	-5.549	-1.283	-2.256	132
PT. Mandom Indonesia Tbk(TCID)	544.474	162.060	179.126	173.049	145.149
PT. Unilever Indonesia Tbk(UNVR)	5.851.805	6.390.672	7.004.562	9.081.187	7.392.837
PT.Chitose Internasional Tbk(CINT)	29.478	20.619	29.648	13.554	7.221
PT.Kedaung Indah Can Tbk(KICI)	-13.001	363	7.947	-874	-3.173
PT. Langgeng Makmur Industri Tbk(LMPI)	3.968	6.933	-31.141	-46.391	-41.670

**Data Biaya Penjualan, Administrasi, dan Umum Perusahaan Manufaktur
Sektor Barang Konsumsi 2015-2019 (dalam jutaan Rupiah)**

Nama Perusahaan	Biaya PA&U				
	2015	2016	2017	2018	2019
Indofood CBP Sukses Makmur Tbk(ICBP)	5.711.346	5.832.326	5.681.180	6.493.793	7.205.871
PT. Wilmar Cahaya Indonesia Tbk(CEKA)	102.935	115.106	124.172	140.576	93.549
PT. Delta Djakarta Tbk(DLTA)	240.096	246.864	242.667	254.693	234.830
PT. Indofood Sukses Makmur Tbk(INDF)	10.381.049	11.006.104	11.307.271	12.283.723	13.186.529
PT. Mayora Indah Tbk(MYOR)	2.335.715	2.585.180	2.514.495	3.768.762	4.744.976
PT. Multi Bintang Indonesia Tbk(MLBI)	682.652	775.212	700.595	537.109	575.781
PT. Nippon Indosari Corpindo Tbk(ROTI)	739.133	918.137	1.106.974	1.353.754	1.556.061
PT. Prasdha Aneka Niaga Tbk(PSDN)	110.488	114.279	124.786	134.623	141.194
PT. Sekar Bumi Tbk(SKBM)	117.242	128.067	156.735	180.962	204.620
PT. Sekar Laut Tbk(SKLT)	150.336	180.912	195.710	213.149	242.677
PT. Siantar Top Tbk(STTP)	235.798	267.086	287.929	281.529	333.800
PT. Tri Banyan Tirta Tbk (ALTO)	78.501	59.964	75.168	51.717	49.852
PT. Ultra Jaya Milk Tbk(ULTJ)	729.851	771.137	861.851	1.052.258	1.111.760
Tiga Pilar Sejahtera Food Tbk(AISA)	539.799	667.537	564.527	395.353	538.628
Budi Starch & Sweetener Tbk(BUDI)	94.244	109.409	165.086	156.142	149.098
Inti Agri Resources Tbk (IIKP)	8.383	17.101	7.201	8.470	7.205
Magna Investama Mandiri Tbk(MGNA)	42.936	80.649	35.401	24.116	13.617
Akasha Wira International Tbk(ADES)	291.011	383.242	371.628	305.421	288.360
PT. Bumi Teknokultura Unggul Tbk. (BTEK)	44.136	36.658	48.191	41.678	25.080
PT.Tunas Baru Lampung Tbk (TBLA)	566.615	521.130	595.914	608.574	669.997
Gudang Garam Tbk(GGRM)	5.579.370	6.644.400	7.103.256	7.551.057	7.993.256
H.M. Sampoerna Tbk(HMSP)	7.716.318	7.834.324	8.104.497	8.608.863	9.045.894
Bentoel Internasional Investama+D24 Tbk(RMBA)	2.558.051	2.893.049	2.646.071	2.917.448	2.796.136
Wismilak Inti Makmur Tbk(WIIM)	359.272	374.919	388.620	389.346	402.885
Darya-Varia Laboratoria Tbk(DVLA)	559.397	598.486	683.714	667.461	680.054
Indofarma Tbk(INAF)	267.794	291.392	271.794	277.410	228.180
Kimia Farma Tbk(KAEF)	1.227.054	1.479.784	1.791.958	2.596.191	3.211.857
Kalbe Farma Tbk(KLBF)	5.781.409	6.239.607	6.358.636	6.391.572	6.646.591
Merck Tbk(MERK)	311.514	327.604	384.866	168.144	198.814
Pyridam Farma Tbk(PYFA)	128.636	125.093	123.160	137.965	129.282
Merck Sharp Dohme Pharma Tbk(SCPI)	168.572	154.947	133.195	178.648	165.856
Industri Jamu dan Farmasi Sido Muncul Tbk (SIDO)	404.917	508.221	536.221	616.756	663.017
Tempo Scan Pacific Tbk(TSPC)	2.463.941	2.839.515	3.035.730	3.196.722	3.410.331
Kino Indonesia Tbk(KINO)	1.040.293	1.165.332	1.143.690	1.399.680	1.746.892
Martina Berto Tbk(MBTO)	350.770	333.049	396.334	354.744	301.308
Mustika Ratu Tbk(MRAT)	236.425	200.620	193.880	165.648	175.457
Mandom Indonesia Tbk(TCID)	659.232	747.585	781.657	722.005	739.420
Unilever Indonesia Tbk(UNVR)	10.705.089	11.482.386	11.714.758	11.603.232	11.910.869
Chitose Internasional Tbk(CINT)	65.096	72.013	88.657	92.292	103.266
Kedaung Indah Can Tbk(KICI)	15.570	16.405	17.575	18.637	18.532
Langgeng Makmur Industri Tbk(LMPI)	61.671	69.573	78.327	68.632	71.045

**Data Harga Pokok Penjualan Perusahaan Manufaktur Sektor Barang Konsumsi
2015-2019 (dalam jutaan Rupiah)**

Nama Perusahaan	Harga pokok Penjualan				
	2015	2016	2017	2018	2019
Indofood CBP Sukses Makmur Tbk(ICBP)	22.121.957	23.606.755	24.547.757	26.147.857	27.892.690
PT. Wilomar Cahaya Indonesia Tbk(CEKA)	3.186.844	3.680.603	3.973.459	3.354.977	2.755.575
PT. Delta Jakarta Tbk(DLTA)	233.153	234.086	203.037	241.721	230.441
PT. Indofood Sukses Makmur Tbk(INDF)	46.803.889	47.321.877	50.318.096	53.182.723	53.876.594
PT. Mayora Indah Tbk(MYOR)	10.620.395	13.449.537	15.841.619	17.664.149	17.109.499
PT. Multi Bintang Indonesia Tbk(MLBI)	1.073.366	1.115.567	1.118.032	1.364.750	1.426.351
PT. Nippon Indosari Corpindo Tbk(ROTI)	1.019.511	1.220.833	1.183.169	1.274.333	1.487.586
PT. Prasdha Aneka Niaga Tbk(PSDN)	813.837	814.621	1.204.487	1.187.092	1.061.532
PT. Sekar Bumi Tbk(SKBM)	1.187.247	1.315.079	1.655.322	1.728.304	1.837.650
PT. Sekar Laut Tbk(SKLT)	561.186	619.332	677.185	777.715	957.200
PT. Siantar Top Tbk(STTP)	2.012.271	2.079.870	2.211.950	2.207.269	2.559.476
PT. Tri Banyan Tirta Tbk (ALTO)	213.328	208.447	220.973	261.498	302.040
PT. Ultra Jaya Milk Tbk(ULTJ)	3.011.444	3.052.883	3.056.681	3.516.606	3.891.701
Tiga Pilar Sejahtera Food Tbk(AISA)	4.737.175	4.862.377	1.392.462	1.123.521	1.062.970
Budi Starch & Sweetener Tbk(BUDI)	2.158.224	2.193.293	2.162.779	2.297.120	2.622.892
Inti Agri Resources Tbk (IIKP)	29.854	95.903	26.086	25.735	26.000
Magna Investama Mandiri Tbk(MGNA)	36.031	40.088	171.415	246.560	54.315
Akasha Wira International Tbk(ADES)	330.023	427.828	375.546	415.212	417.281
PT. Bumi Teknokultura Unggul Tbk. (BTEK)	942.918	638.351	773.314	809.144	675.756
PT.Tunas Baru Lampung Tbk (TBLA)	4.158.867	4.888.655	6.709.085	6.312.129	6.438.390
Gudang Garam Tbk(GGRM)	54.879.962	59.657.431	65.084.263	77.063.336	87.740.564
H.M. Sampoerna Tbk(HMSP)	67.304.917	71.611.981	74.875.642	81.251.100	79.932.195
Bentoel Internasional Investama+D24 Tbk(RMBA)	15.098.989	17.107.950	18.160.853	19.258.783	17.749.568
Wisnilak Inti Makmur Tbk(WIIM)	1.279.427	1.176.494	1.043.635	963.852	962.041
Darya-Varia Laboratoria Tbk(DVLA)	628.365	649.919	681.691	774.248	839.538
Indofarma Tbk(INAF)	1.291.844	1.337.794	1.348.504	1.308.760	1.108.815
Kimia Farma Tbk(KAEF)	3.323.619	3.947.607	3.925.600	5.096.045	5.897.248
Kalbe Farma Tbk(KLBF)	9.295.887	9.886.263	10.369.837	11.226.380	12.390.009
Merck Tbk(MERK)	487.190	492.614	568.653	400.270	421.321
Pyridam Farma Tbk(PYFA)	79.860	81.636	88.027	99.342	106.912
Merck Sharp Dohme Pharma Tbk(SCPI)	1.837.376	2.010.906	1.855.951	1.788.658	1.537
Industri Jamu dan Farmasi Sido Muncul Tbk (SIDO)	1.335.171	1.494.142	1.411.881	1.338.901	1.386.870
Tempo Scan Pacific Tbk(TSPC)	5.063.910	5.653.875	5.907.287	6.246.537	6.752.313
Kino Indonesia Tbk(KINO)	2.135.496	2.088.615	1.830.140	1.968.474	2.488.296
Martina Berto Tbk(MBTO)	352.532	327.736	355.797	288.809	305.241
Mustika Ratu Tbk(MRAT)	181.547	142.263	145.109	126.237	120.805
Mandom Indonesia Tbk(TCID)	1.436.978	1.582.456	1.699.418	1.747.788	1.873.938
Unilever Indonesia Tbk(UNVR)	17.835.061	19.594.636	19.984.776	20.697.246	20.893.870
Chitose Internasional Tbk(CINT)	209.946	230.796	248.752	256.948	292.192
Kedaung Indah Can Tbk(KICI)	73.337	81.483	84.384	68.106	76.015
Langgeng Makmur Industri Tbk(LMPI)	347.849	309.582	330.348	405.891	467.569

Data Hipotesis 1 dan 2 Sebelum Outlier

No	Log Penjualan Bersih (t/t-1)	Decrum*log penjualan Bersih (t/t-1)	Log Biaya PA&U (t/t-1)	Log HPP(t/t-1)
1	0.034623797	0	0.00910332	0.028212749
2	0.015284732	0	-0.011403242	0.016975523
3	0.032952407	0	0.058059891	0.027424286
4	0.041823688	0	0.045188042	0.028054299
5	0.072132791	0	0.048532818	0.062558145
6	0.01475197	0	0.032926241	0.033249716
7	-0.069352814	-0.069352814	0.053885759	-0.073479233
8	-0.065541154	-0.065541154	-0.17686852	-0.085477278
9	0.044491968	0	0.012073301	0.001734468
10	0.001309401	0	-0.007446974	-0.061800858
11	0.060261226	0	0.02100634	0.075739464
12	-0.033277242	-0.033277242	-0.03526342	-0.020755402
13	0.017261814	0	0.025392371	0.004780022
14	0.022392369	0	0.011724189	0.026662237
15	0.019410549	0	0.035972213	0.02404637
16	0.01852396	0	0.03080048	0.005629563
17	0.092824116	0	0.04407092	0.102566699
18	0.05477622	0	-0.012039983	0.071092221
19	0.062898767	0	0.175747817	0.047293147
20	0.017094166	0	0.100035399	-0.013855435
21	0.082887354	0	0.05522112	0.016747824
22	0.016507411	0	-0.043953453	0.000958575
23	0.023085995	0	-0.115404604	0.086598869
24	0.016286478	0	0.0301949	0.019173308
25	0.064371718	0	0.094184522	0.078264016
26	-0.00534028	-0.00534028	0.081230242	-0.013609205
27	0.045546682	0	0.087402098	0.032235936
28	0.081421236	0	0.060486929	0.067199359
29	0.005883436	0	0.014651953	0.000418105
30	0.176160061	0	0.03820017	0.16984657
31	-0.020819082	-0.020819082	0.032951591	-0.006317853
32	-0.03729676	-0.03729676	0.020697851	-0.048551175
33	0.042158826	0	0.038355862	0.044410733
34	0.088754471	0	0.087726793	0.099930645
35	0.025736064	0	0.062422048	0.018737714
36	0.032286438	0	0.053359848	0.026642716
37	0.048869058	0	0.080404656	0.042816861
38	0.03994775	0	0.034146899	0.0387837
39	0.058092812	0	0.037070081	0.060113182
40	0.088459852	0	0.056344358	0.0901823

41	0.014243786	0	0.054110596	0.014349699
42	0.03127303	0	0.032634747	0.026739023
43	0.0002379	0	-0.009761927	-0.000919963
44	0.094298214	0	0.073962923	0.064295857
45	-0.007710136	-0.007710136	-0.116985329	-0.010052637
46	-0.053443047	-0.053443047	0.098145142	0.025344735
47	0.044269487	0	-0.162398788	0.073128792
48	0.073713247	0	-0.01595697	0.062596378
49	0.027947773	0	0.023897586	0.005935432
50	0.017579401	0	0.048300648	0.000539957
51	0.049835511	0	0.086690046	0.060873595
52	0.057067254	0	0.023888808	0.044015753
53	0.037015628	0	0.092243267	0.0113292
54	-0.525788999	-0.525788999	-0.072790625	-0.543065276
55	-0.090612159	-0.090612159	-0.154699679	-0.093202158
56	-0.020453871	-0.020453871	0.134303887	-0.024060187
57	0.015907647	0	0.064799338	0.007000135
58	0.007507229	0	0.178657196	-0.006084509
59	0.023011887	0	-0.024190507	0.026171539
60	0.054880781	0	-0.02004792	0.057596725
61	0.626094329	0	0.309651357	0.506827645
62	-0.595436658	-0.595436658	-0.375618922	-0.565430394
63	-0.08019457	-0.08019457	0.070472801	-0.005873313
64	0.052250223	0	-0.070227615	0.004449589
65	-0.147304823	-0.147304823	0.27377098	0.046332815
66	0.461648034	0	-0.357580872	0.631033372
67	0.112494431	0	-0.166709039	0.157874692
68	-0.78446518	-0.78446518	-0.248228795	-0.657000903
69	0.122351607	0	0.119563693	0.112724997
70	-0.037362361	-0.037362361	-0.01336467	-0.056606064
71	-0.005466608	-0.005466608	-0.085209533	0.043606756
72	0.015918711	0	-0.024963878	0.002158714
73	-0.164544433	-0.164544433	-0.080622689	-0.16941403
74	0.074039581	0	0.118793118	0.083296049
75	0.001419637	0	-0.063053097	0.019670003
76	-0.105610384	-0.105610384	-0.220583831	-0.078236076
77	0.071019128	0	-0.036341992	0.070214358
78	0.139173907	0	0.058237514	0.137473905
79	-0.017770641	-0.017770641	0.009129806	-0.026487428
80	-0.004138627	-0.004138627	0.041759464	0.008601414
81	0.035017131	0	0.075870607	0.036250746
82	0.038298532	0	0.029001697	0.037811444
83	0.060270821	0	0.026550282	0.073371814
84	0.062509171	0	0.024715974	0.056352616
85	0.030123646	0	0.006591411	0.026938895
86	0.016184618	0	0.014724537	0.019354871
87	0.03229856	0	0.026219731	0.03548869

88	-0.002803023	-0.002803023	0.021505698	-0.00710751
89	0.058276135	0	0.053446591	0.054250104
90	0.022658947	0	-0.038754296	0.025938271
91	0.034285895	0	0.042401631	0.025492597
92	-0.022113882	-0.022113882	-0.018444833	-0.035441052
93	-0.037875906	-0.037875906	0.018513645	-0.036425982
94	-0.057592893	-0.057592893	0.015587887	-0.052041118
95	-0.021416953	-0.021416953	0.000811099	-0.034538358
96	-0.003664986	-0.003664986	0.014845196	-0.000816706
97	0.045798346	0	0.029333762	0.014647255
98	0.035684856	0	0.057820974	0.020728304
99	0.032902351	0	-0.01044887	0.055292375
100	0.028041299	0	0.008117552	0.03516065
101	0.013914009	0	0.036676103	0.015179017
102	-0.011399231	-0.011399231	-0.030237087	0.003463144
103	-0.010328188	-0.010328188	0.00888164	-0.012992256
104	-0.06893485	-0.06893485	-0.084844901	-0.072000906
105	0.077618977	0	0.081334594	0.074722631
106	0.022993417	0	0.083129314	-0.002427889
107	0.140049863	0	0.16100895	0.113327214
108	0.045820872	0	0.092419518	0.063416148
109	0.034675694	0	0.033123542	0.026741295
110	0.017742315	0	0.008206757	0.020739773
111	0.018786498	0	0.002243729	0.034467837
112	0.030997978	0	0.016991239	0.042831854
113	0.022108585	0	0.021871175	0.004807952
114	0.048341958	0	0.069960644	0.062341205
115	-0.276479599	-0.276479599	-0.359628659	-0.152494224
116	0.085221501	0	0.072766577	0.022259515
117	-0.001782621	-0.001782621	-0.012129389	0.009553912
118	0.011946888	0	-0.006763436	0.032733586
119	0.050404133	0	0.049299157	0.052519833
120	-0.005815137	-0.005815137	-0.028231152	0.031892339
121	0.025962956	0	-0.036602089	0.039193681
122	-0.040804666	-0.040804666	-0.065693373	-0.034825222
123	0.004138637	0	0.12750858	-0.0160393
124	-0.078398242	-0.078398242	-0.032267546	-0.065848749
125	0.062479758	0	0.098686596	0.048854983
126	0.002035307	0	0.023291212	-0.02459378
127	0.030845234	0	0.060769565	-0.023049628
128	0.045348447	0	0.031411281	0.015287288
129	0.04803054	0	0.06161385	0.04786024
130	0.019843441	0	0.029019026	0.019041875
131	0.023104236	0	0.022441698	0.024251226
132	0.037339304	0	0.028091707	0.033813258
133	-0.013564256	-0.013564256	0.049294078	-0.009640487
134	-0.043427505	-0.043427505	-0.00814124	-0.057374078

135	0.057936298	0	0.087720324	0.031645316
136	0.112429897	0	0.09623736	0.101772507
137	-0.0058771	-0.0058771	-0.022514209	-0.031674768
138	0.028288318	0	0.075552951	0.035678562
139	-0.163108871	-0.163108871	-0.048145876	-0.090591863
140	0.029281713	0	-0.070905653	0.024032497
141	-0.094523459	-0.094523459	-0.071319147	-0.10589731
142	0.000400008	0	-0.014842144	0.008603097
143	-0.059464796	-0.059464796	-0.068346872	-0.060507688
144	0.006669894	0	0.024984046	-0.019101306
145	0.03803644	0	0.054622646	0.041881687
146	0.029824387	0	0.019355117	0.030968422
147	-0.009349476	-0.009349476	-0.034475943	0.01218858
148	0.024759818	0	0.010351294	0.03026643
149	0.040540183	0	0.03044186	0.040862601
150	0.012301766	0	0.008701179	0.008562085
151	0.006253065	0	-0.004154346	0.015213277
152	0.011487827	0	0.011364472	0.004106327
153	0.016485966	0	0.043854814	0.041120264
154	0.057706977	0	0.090301304	0.0325383
155	-0.004160218	-0.004160218	0.017450585	0.014077571
156	0.046008591	0	0.048794612	0.055823634
157	0.034774091	0	0.022686204	0.045743997
158	0.057361555	0	0.029925393	0.015193017
159	-0.115568869	-0.115568869	0.025489389	-0.093072091
160	0.020233378	0	-0.0024725	0.047714491
161	-0.040964685	-0.040964685	0.05235881	-0.05061576
162	-0.000845525	-0.000845525	0.051470972	0.028195732
163	0.044547601	0	-0.057384087	0.089438305
164	0.055379011	0	0.015006995	0.061435985

Data Hipotesis 1 Sesudah Outlier

No	Log Penjualan Bersih (t/t-1)	Decrum*log penjualan Bersih (t/t-1)	Log Biaya PA&U (t/t-1)
1	0.034623797	0	0.00910332
2	0.015284732	0	-0.011403242
3	0.032952407	0	0.058059891
4	0.041823688	0	0.045188042
5	0.072132791	0	0.048532818
6	0.01475197	0	0.032926241
7	-0.069352814	-0.069352814	0.053885759
8	0.044491968	0	0.012073301
9	0.001309401	0	-0.007446974
10	0.060261226	0	0.02100634
11	-0.033277242	-0.033277242	-0.03526342
12	0.017261814	0	0.025392371
13	0.022392369	0	0.011724189
14	0.019410549	0	0.035972213
15	0.01852396	0	0.03080048
16	0.092824116	0	0.04407092
17	0.05477622	0	-0.012039983
18	0.062898767	0	0.175747817
19	0.017094166	0	0.100035399
20	0.082887354	0	0.05522112
21	0.016507411	0	-0.043953453
22	0.016286478	0	0.0301949
23	0.064371718	0	0.094184522
24	-0.00534028	-0.00534028	0.081230242
25	0.045546682	0	0.087402098
26	0.081421236	0	0.060486929
27	0.005883436	0	0.014651953
28	-0.020819082	-0.020819082	0.032951591
29	-0.03729676	-0.03729676	0.020697851
30	0.042158826	0	0.038355862
31	0.088754471	0	0.087726793
32	0.025736064	0	0.062422048
33	0.032286438	0	0.053359848
34	0.048869058	0	0.080404656
35	0.03994775	0	0.034146899
36	0.058092812	0	0.037070081
37	0.088459852	0	0.056344358
38	0.014243786	0	0.054110596
39	0.03127303	0	0.032634747
40	0.0002379	0	-0.009761927
41	0.094298214	0	0.073962923
42	-0.053443047	-0.053443047	0.098145142
43	0.073713247	0	-0.01595697
44	0.027947773	0	0.023897586

45	0.017579401	0	0.048300648
46	0.049835511	0	0.086690046
47	0.057067254	0	0.023888808
48	0.037015628	0	0.092243267
49	-0.020453871	-0.020453871	0.134303887
50	0.015907647	0	0.064799338
51	0.007507229	0	0.178657196
52	0.023011887	0	-0.024190507
53	0.054880781	0	-0.02004792
54	-0.08019457	-0.08019457	0.070472801
55	0.052250223	0	-0.070227615
56	0.122351607	0	0.119563693
57	-0.037362361	-0.037362361	-0.01336467
58	-0.005466608	-0.005466608	-0.085209533
59	0.015918711	0	-0.024963878
60	-0.164544433	-0.164544433	-0.080622689
61	0.074039581	0	0.118793118
62	0.001419637	0	-0.063053097
63	0.071019128	0	-0.036341992
64	0.139173907	0	0.058237514
65	-0.017770641	-0.017770641	0.009129806
66	-0.004138627	-0.004138627	0.041759464
67	0.035017131	0	0.075870607
68	0.038298532	0	0.029001697
69	0.060270821	0	0.026550282
70	0.062509171	0	0.024715974
71	0.030123646	0	0.006591411
72	0.016184618	0	0.014724537
73	0.03229856	0	0.026219731
74	-0.002803023	-0.002803023	0.021505698
75	0.058276135	0	0.053446591
76	0.022658947	0	-0.038754296
77	0.034285895	0	0.042401631
78	-0.022113882	-0.022113882	-0.018444833
79	-0.037875906	-0.037875906	0.018513645
80	-0.057592893	-0.057592893	0.015587887
81	-0.021416953	-0.021416953	0.000811099
82	-0.003664986	-0.003664986	0.014845196
83	0.045798346	0	0.029333762
84	0.035684856	0	0.057820974
85	0.032902351	0	-0.01044887
86	0.028041299	0	0.008117552
87	0.013914009	0	0.036676103
88	-0.011399231	-0.011399231	-0.030237087
89	-0.010328188	-0.010328188	0.00888164
90	-0.06893485	-0.06893485	-0.084844901
91	0.077618977	0	0.081334594
92	0.022993417	0	0.083129314
93	0.140049863	0	0.16100895

94	0.045820872	0	0.092419518
95	0.034675694	0	0.033123542
96	0.017742315	0	0.008206757
97	0.018786498	0	0.002243729
98	0.030997978	0	0.016991239
99	0.022108585	0	0.021871175
100	0.048341958	0	0.069960644
101	0.085221501	0	0.072766577
102	-0.001782621	-0.001782621	-0.012129389
103	0.011946888	0	-0.006763436
104	0.050404133	0	0.049299157
105	-0.005815137	-0.005815137	-0.028231152
106	0.025962956	0	-0.036602089
107	-0.040804666	-0.040804666	-0.065693373
108	0.004138637	0	0.12750858
109	-0.078398242	-0.078398242	-0.032267546
110	0.062479758	0	0.098686596
111	0.002035307	0	0.023291212
112	0.030845234	0	0.060769565
113	0.045348447	0	0.031411281
114	0.04803054	0	0.06161385
115	0.019843441	0	0.029019026
116	0.023104236	0	0.022441698
117	0.037339304	0	0.028091707
118	-0.013564256	-0.013564256	0.049294078
119	-0.043427505	-0.043427505	-0.00814124
120	0.057936298	0	0.087720324
121	0.112429897	0	0.09623736
122	-0.0058771	-0.0058771	-0.022514209
123	0.028288318	0	0.075552951
124	-0.163108871	-0.163108871	-0.048145876
125	0.029281713	0	-0.070905653
126	-0.094523459	-0.094523459	-0.071319147
127	0.000400008	0	-0.014842144
128	-0.059464796	-0.059464796	-0.068346872
129	0.006669894	0	0.024984046
130	0.03803644	0	0.054622646
131	0.029824387	0	0.019355117
132	-0.009349476	-0.009349476	-0.034475943
133	0.024759818	0	0.010351294
134	0.040540183	0	0.03044186
135	0.012301766	0	0.008701179
136	0.006253065	0	-0.004154346
137	0.011487827	0	0.011364472
138	0.016485966	0	0.043854814
139	0.057706977	0	0.090301304
140	-0.004160218	-0.004160218	0.017450585
141	0.046008591	0	0.048794612
142	0.034774091	0	0.022686204

143	0.057361555	0	0.029925393
144	-0.115568869	-0.115568869	0.025489389
145	0.020233378	0	-0.0024725
146	-0.040964685	-0.040964685	0.05235881
147	-0.000845525	-0.000845525	0.051470972
148	0.044547601	0	-0.057384087
149	0.055379011	0	0.015006995

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Data Hipotesis 2 Sesudah outlier

No	Log Penjualan Bersih (t/t-1)	Decrum*log penjualan Bersih (t/t-1)	Log HPP(t/t-1)
1	0.034623797	0	0.028212749
2	0.015284732	0	0.016975523
3	0.032952407	0	0.027424286
4	0.041823688	0	0.028054299
5	0.072132791	0	0.062558145
6	0.01475197	0	0.033249716
7	-0.069352814	0.069352814	0.073479233
8	-0.065541154	0.065541154	0.085477278
9	0.044491968	0	0.001734468
10	0.001309401	0	0.061800858
11	0.060261226	0	0.075739464
12	-0.033277242	0.033277242	0.020755402
13	0.017261814	0	0.004780022
14	0.022392369	0	0.026662237
15	0.019410549	0	0.02404637
16	0.01852396	0	0.005629563
17	0.092824116	0	0.102566699
18	0.05477622	0	0.071092221
19	0.062898767	0	0.047293147
20	0.017094166	0	0.013855435
21	0.082887354	0	0.016747824
22	0.016507411	0	0.000958575
23	0.023085995	0	0.086598869
24	0.016286478	0	0.019173308
25	0.064371718	0	0.078264016
26	-0.00534028	-0.00534028	0.013609205
27	0.045546682	0	0.032235936
28	0.081421236	0	0.067199359
29	0.005883436	0	0.000418105
30	0.176160061	0	0.16984657
31	-0.020819082	0.020819082	0.006317853
32	-0.03729676	-0.03729676	0.048551175
33	0.042158826	0	0.044410733
34	0.088754471	0	0.099930645
35	0.025736064	0	0.018737714
36	0.032286438	0	0.026642716
37	0.048869058	0	0.042816861

38	0.03994775	0	0.0387837
39	0.058092812	0	0.060113182
40	0.088459852	0	0.0901823
41	0.014243786	0	0.014349699
42	0.03127303	0	0.026739023
43	0.0002379	0	0.000919963
44	0.094298214	0	0.064295857
45	-0.007710136	0.007710136	0.010052637
46	-0.053443047	0.053443047	0.025344735
47	0.044269487	0	0.073128792
48	0.073713247	0	0.062596378
49	0.027947773	0	0.005935432
50	0.017579401	0	0.000539957
51	0.049835511	0	0.060873595
52	0.057067254	0	0.044015753
53	0.037015628	0	0.0113292
54	-0.090612159	0.090612159	0.093202158
55	-0.020453871	0.020453871	0.024060187
56	0.015907647	0	0.007000135
57	0.007507229	0	0.006084509
58	0.023011887	0	0.026171539
59	0.054880781	0	0.057596725
60	0.052250223	0	0.004449589
61	0.112494431	0	0.157874692
62	0.122351607	0	0.112724997
63	-0.037362361	0.037362361	0.056606064
64	-0.005466608	0.005466608	0.043606756
65	0.015918711	0	0.002158714
66	0.074039581	0	0.083296049
67	0.001419637	0	0.019670003
68	-0.105610384	0.105610384	0.078236076
69	0.071019128	0	0.070214358
70	0.139173907	0	0.137473905
71	-0.017770641	0.017770641	0.026487428
72	-0.004138627	0.004138627	0.008601414
73	0.035017131	0	0.036250746
74	0.038298532	0	0.037811444
75	0.060270821	0	0.073371814
76	0.062509171	0	0.056352616

77	0.030123646	0	0.026938895
78	0.016184618	0	0.019354871
79	0.03229856	0	0.03548869
80	-0.002803023	0.002803023	-0.00710751
81	0.058276135	0	0.054250104
82	0.022658947	0	0.025938271
83	0.034285895	0	0.025492597
84	-0.022113882	0.022113882	0.035441052
85	-0.037875906	0.037875906	0.036425982
86	-0.057592893	0.057592893	0.052041118
87	-0.021416953	0.021416953	0.034538358
88	-0.003664986	0.003664986	0.000816706
89	0.045798346	0	0.014647255
90	0.035684856	0	0.020728304
91	0.032902351	0	0.055292375
92	0.028041299	0	0.03516065
93	0.013914009	0	0.015179017
94	-0.011399231	0.011399231	0.003463144
95	-0.010328188	0.010328188	0.012992256
96	-0.06893485	-0.06893485	0.072000906
97	0.077618977	0	0.074722631
98	0.022993417	0	0.002427889
99	0.140049863	0	0.113327214
100	0.045820872	0	0.063416148
101	0.034675694	0	0.026741295
102	0.017742315	0	0.020739773
103	0.018786498	0	0.034467837
104	0.030997978	0	0.042831854
105	0.022108585	0	0.004807952
106	0.048341958	0	0.062341205
107	0.085221501	0	0.022259515
108	-0.001782621	0.001782621	0.009553912
109	0.011946888	0	0.032733586
110	0.050404133	0	0.052519833
111	-0.005815137	0.005815137	0.031892339
112	0.025962956	0	0.039193681
113	-0.040804666	0.040804666	0.034825222

114	0.004138637	0	-0.0160393
115	0.062479758	0	0.048854983
116	0.002035307	0	-0.02459378
117	0.030845234	0	0.023049628
118	0.045348447	0	0.015287288
119	0.04803054	0	0.04786024
120	0.019843441	0	0.019041875
121	0.023104236	0	0.024251226
122	0.037339304	0	0.033813258
123	-0.013564256	0.013564256	0.009640487
124	-0.043427505	0.043427505	0.057374078
125	0.057936298	0	0.031645316
126	0.112429897	0	0.101772507
127	-0.0058771	-0.0058771	0.031674768
128	0.028288318	0	0.035678562
129	0.029281713	0	0.024032497
130	-0.094523459	0.094523459	-0.10589731
131	0.000400008	0	0.008603097
132	-0.059464796	0.059464796	0.060507688
133	0.006669894	0	0.019101306
134	0.03803644	0	0.041881687
135	0.029824387	0	0.030968422
136	-0.009349476	0.009349476	0.01218858
137	0.024759818	0	0.03026643
138	0.040540183	0	0.040862601
139	0.012301766	0	0.008562085
140	0.006253065	0	0.015213277
141	0.011487827	0	0.004106327
142	0.016485966	0	0.041120264
143	0.057706977	0	0.0325383
144	-0.004160218	0.004160218	0.014077571
145	0.046008591	0	0.055823634
146	0.034774091	0	0.045743997
147	0.057361555	0	0.015193017
148	0.020233378	0	0.047714491
149	-0.040964685	0.040964685	-0.05061576
150	-0.000845525	0.000845525	0.028195732
151	0.044547601	0	0.089438305
152	0.055379011	0	0.061435985

