



**LAMPIRAN 1**  
**DATA PENELITIAN**

**Biaya Produksi Periode 2012-2019 (dalam Jutaan Rupiah)**

No	Periode		Biaya Produksi			Total
	Tahun	Triwulan	BBB	BTKL	BOP	
1	2012	TW 1	Rp.23.082.967	Rp.1.975.006	Rp.3.558.457	Rp.28.616.430
		TW 2	Rp.22.153.585	Rp.1.919.571	Rp.3.420.345	Rp.27.493.501
		TW 3	Rp.18.332.366	Rp.3.007.427	Rp.5.250.228	Rp.26.590.021
		TW 4	Rp.24.606.368	Rp.3.848.025	Rp.7.287.349	Rp.35.741.742
2	2013	TW 1	Rp.26.429.600	Rp.1.121.701	Rp.1.861.760	Rp.29.413.061
		TW 2	Rp.23.056.418	Rp.2.267.825	Rp.3.878.714	Rp.29.202.957
		TW 3	Rp.20.395.847	Rp.3.566.612	Rp.6.002.069	Rp.29.964.528
		TW 4	Rp.28.647.856	Rp.4.770.551	Rp.8.550.294	Rp.41.968.701
3	2014	TW 1	Rp.27.295.272	Rp.1.127.376	Rp.2.366.578	Rp.30.789.226
		TW 2	Rp.14.524.636	Rp.2.967.382	Rp.4.980.638	Rp.22.472.656
		TW 3	Rp.21.495.497	Rp.4.661.600	Rp.7.528.219	Rp.33.685.316
		TW 4	Rp.29.451.656	Rp.6.101.960	Rp.10.536.219	Rp.46.089.835
4	2015	TW 1	Rp.26.345.933	Rp.1.264.842	Rp.2.591.008	Rp.30.201.783
		TW 2	Rp.14.561.387	Rp.2.867.033	Rp.5.529.893	Rp.22.958.313
		TW 3	Rp.20.990.230	Rp.4.505.948	Rp.8.037.960	Rp.33.534.138
		TW 4	Rp.29.059.933	Rp.5.964.581	Rp.10.754.335	Rp.45.778.849
5	2016	TW 1	Rp.27.097.483	Rp.1.131.155	Rp.2.871.836	Rp.31.100.474
		TW 2	Rp.14.996.162	Rp.3.371.456	Rp.6.043.996	Rp.24.411.614
		TW 3	Rp.21.937.907	Rp.4.853.642	Rp.8.938.582	Rp.35.730.131
		TW 4	Rp.29.954.673	Rp.6.286.442	Rp.11.785.801	Rp.48.026.916
6	2017	TW 1	Rp.17.682.749	Rp.1.186.325	Rp.2.953.781	Rp.21.822.855
		TW 2	Rp.15.917.442	Rp.3.874.095	Rp.6.061.336	Rp.25.852.873
		TW 3	Rp.23.351.250	Rp.5.238.098	Rp.9.123.488	Rp.37.712.836
		TW 4	Rp.31.361.851	Rp.6.802.016	Rp.12.009.883	Rp.50.173.750
7	2018	TW 1	Rp.17.717.682	Rp.1.196.896	Rp.3.039.422	Rp.21.954.000
		TW 2	Rp.16.253.425	Rp.3.992.002	Rp.6.368.398	Rp.26.613.825

		TW 3	Rp.24.991.891	Rp.5.632.155	Rp.9.842.777	Rp.40.466.823
		TW 4	Rp.34.662.360	Rp.7.352.150	Rp.12.562.173	Rp.54.576.683
8	2019	TW 1	Rp.19.001.929	Rp.1.223.056	Rp.3.390.429	Rp.23.615.414
		TW 2	Rp.18.422.293	Rp.3.531.132	Rp.7.032.427	Rp.28.985.852
		TW 3	Rp.27.680.825	Rp.6.109.540	Rp.10.527.438	Rp.44.317.803
		TW 4	Rp.36.730.003	Rp.8.042.510	Rp.13.945.660	Rp.58.718.173



**Kualitas Produk Periode 2012-2019 (dalam Jutaan Rupiah)**

No	Periode		Kualitas Produk		Total
	Tahun	Triwulan	10%	Penjualan Bersih	
1	2012	TW 1	10%	Rp.31.826.831	Rp.3.182.683,1
		TW 2	10%	Rp.24.576.468	Rp.2.457.646,8
		TW 3	10%	Rp.37.254.978	Rp.3.725.497,8
		TW 4	10%	Rp.50.201.548	Rp.5.020.154,8
2	2013	TW 1	10%	Rp.32.856.168	Rp.3.285.616,8
		TW 2	10%	Rp.26.862.418	Rp.2.686.241,8
		TW 3	10%	Rp.41.279.123	Rp.4.127.912,3
		TW 4	10%	Rp.57.731.998	Rp.5.773.199,8
3	2014	TW 1	10%	Rp.35.031.512	Rp.3.503.151,2
		TW 2	10%	Rp.31.483.573	Rp.3.148.357,3
		TW 3	10%	Rp.46.881.975	Rp.4.688.197,5
		TW 4	10%	Rp.63.594.452	Rp.6.359.445,2
4	2015	TW 1	10%	Rp.35.021.122	Rp.3.502.112,2
		TW 2	10%	Rp.32.634.705	Rp.3.263.470,5
		TW 3	10%	Rp.47.564.001	Rp.4.756.400,1
		TW 4	10%	Rp.64.061.947	Rp.6.406.194,7
5	2016	TW 1	10%	Rp.16.515.754	Rp.1.651.575,4
		TW 2	10%	Rp.34.084.083	Rp.3.408.408,3
		TW 3	10%	Rp.49.865.934	Rp.4.986.593,4
		TW 4	10%	Rp.66.750.317	Rp.6.675.031,7
6	2017	TW 1	10%	Rp.37.834.867	Rp.3.783.486,7
		TW 2	10%	Rp.35.651.851	Rp.3.565.185,1
		TW 3	10%	Rp.53.120.225	Rp.5.312.022,5
		TW 4	10%	Rp.70.186.618	Rp.7.018.661,8
7	2018	TW 1	10%	Rp.37.631.161	Rp.3.763.116,1
		TW 2	10%	Rp.35.999.542	Rp.3.599.954,2
		TW 3	10%	Rp.54.742.182	Rp.5.474.218,2
		TW 4	10%	Rp.73.394.728	Rp.7.339.472,8
8	2019	TW 1	10%	Rp.49.169.840	Rp.4.916.984
		TW 2	10%	Rp.38.609.234	Rp.3.860.923,4
		TW 3	10%	Rp.57.845.448	Rp.5.784.544,8
		TW 4	10%	Rp.76.592.955	Rp.7.659.295,5

**Laba Periode 2012-2019 (dalam Jutaan Rupiah)**

No	Periode		Laba Bersih
	Tahun	Triwulan	
1	2012	TW 1	Rp.1.307.740
		TW 2	Rp.2.539.600
		TW 3	Rp.3.845.612
		TW 4	Rp.4.871.745
2	2013	TW 1	Rp.1.072.617
		TW 2	Rp.2.280.812
		TW 3	Rp.3.671.210
		TW 4	Rp.5.161.247
3	2014	TW 1	Rp.846.857
		TW 2	Rp.2.742.384
		TW 3	Rp.4.001.054
		TW 4	Rp.4.866.097
4	2015	TW 1	Rp.1.193.595
		TW 2	Rp.2.463.925
		TW 3	Rp.2.941.089
		TW 4	Rp.4.867.347
5	2016	TW 1	Rp.1.360.821
		TW 2	Rp.2.500.941
		TW 3	Rp.3.711.501
		TW 4	Rp.4.984.305
6	2017	TW 1	Rp.1.893.285
		TW 2	Rp.3.200.402
		TW 3	Rp.4.517.745
		TW 4	Rp.5.039.068
7	2018	TW 1	Rp.1.618.172
		TW 2	Rp.2.941.547
		TW 3	Rp.4.323.310
		TW 4	Rp.6.350.788
8	2019	TW 1	Rp.1.892.795
		TW 2	Rp.3.308.470
		TW 3	Rp.4.431.795
		TW 4	Rp.6.588.662

**Biaya Produksi, Volume Penjualan, Kualitas Produk dan Laba periode 2012-2019 (dalam Jutaan Rupiah)**

No	Periode		Biaya Produksi	Volume Penjualan	Kualitas Produk	Laba
	Tahun	Triwulan				
1	2012	TW 1	Rp.28.616.430	Rp.31.826.831	Rp.3.182.683,1	Rp.3.307.740
		TW 2	Rp.27.493.501	Rp.24.576.468	Rp.2.457.646,8	Rp.2.539.600
		TW 3	Rp.26.590.021	Rp.37.254.978	Rp.3.725.497,8	Rp.3.845.612
		TW 4	Rp.35.741.742	Rp.50.201.548	Rp.5.020.154,8	Rp.4.871.745
2	2013	TW 1	Rp.29.413.061	Rp.32.856.168	Rp.1.285.616,8	Rp.4.072.617
		TW 2	Rp.29.202.957	Rp.26.862.418	Rp.2.686.241,8	Rp.2.280.812
		TW 3	Rp.29.964.528	Rp.41.279.123	Rp.4.127.912,3	Rp.3.671.210
		TW 4	Rp.41.968.701	Rp.57.731.998	Rp.5.773.199,8	Rp.5.161.247
3	2014	TW 1	Rp.30.789.226	Rp.35.031.512	Rp.1.503.151,2	Rp.3.846.857
		TW 2	Rp.22.472.656	Rp.31.483.573	Rp.3.148.357,3	Rp.2.742.384
		TW 3	Rp.33.685.316	Rp.46.881.975	Rp.4.688.197,5	Rp.4.001.054
		TW 4	Rp.46.089.835	Rp.63.594.452	Rp.6.359.445,2	Rp.4.866.097
4	2015	TW 1	Rp.30.201.783	Rp.35.021.122	Rp.1.502.112,2	Rp.4.193.595
		TW 2	Rp.22.958.313	Rp.32.634.705	Rp.3.263.470,5	Rp.2.463.925
		TW 3	Rp.33.534.138	Rp.47.564.001	Rp.4.756.400,1	Rp.2.941.089
		TW 4	Rp.45.778.849	Rp.64.061.947	Rp.6.406.194,7	Rp.4.867.347
5	2016	TW 1	Rp.31.100.474	Rp.16.515.754	Rp.1.651.575,4	Rp.4.360.821
		TW 2	Rp.24.411.614	Rp.34.084.083	Rp.3.408.408,3	Rp.2.500.941
		TW 3	Rp.35.730.131	Rp.49.865.934	Rp.4.986.593,4	Rp.3.711.501
		TW 4	Rp.48.026.916	Rp.66.750.317	Rp.6.675.031,7	Rp.4.984.305
6	2017	TW 1	Rp.21.822.855	Rp.37.834.867	Rp.1.783.486,7	Rp.3.893.285
		TW 2	Rp.25.852.873	Rp.35.651.851	Rp.3.565.185,1	Rp.3.200.402
		TW 3	Rp.37.712.836	Rp.53.120.225	Rp.5.312.022,5	Rp.4.517.745
		TW 4	Rp.50.173.750	Rp.70.186.618	Rp.7.018.661,8	Rp.5.039.068
7	2018	TW 1	Rp.21.954.000	Rp.37.631.161	Rp.1.763.116,1	Rp.3.618.172
		TW 2	Rp.26.613.825	Rp.35.999.542	Rp.3.599.954,2	Rp.2.941.547
		TW 3	Rp.40.466.823	Rp.54.742.182	Rp.5.474.218,2	Rp.4.323.310
		TW 4	Rp.54.576.683	Rp.73.394.728	Rp.7.339.472,8	Rp.6.350.788
8	2019	TW 1	Rp.23.615.414	Rp.49.169.840	Rp.191.698,4	Rp.3.892.795
		TW 2	Rp.28.985.852	Rp.38.609.234	Rp.3.860.923,4	Rp.3.308.470
		TW 3	Rp.44.317.803	Rp.57.845.448	Rp.5.784.544,8	Rp.4.431.795
		TW 4	Rp.58.718.173	Rp.76.592.955	Rp.7.659.295,5	Rp.6.588.662



**LAMPIRAN 2**  
**HASIL SPSS**

## Descriptives

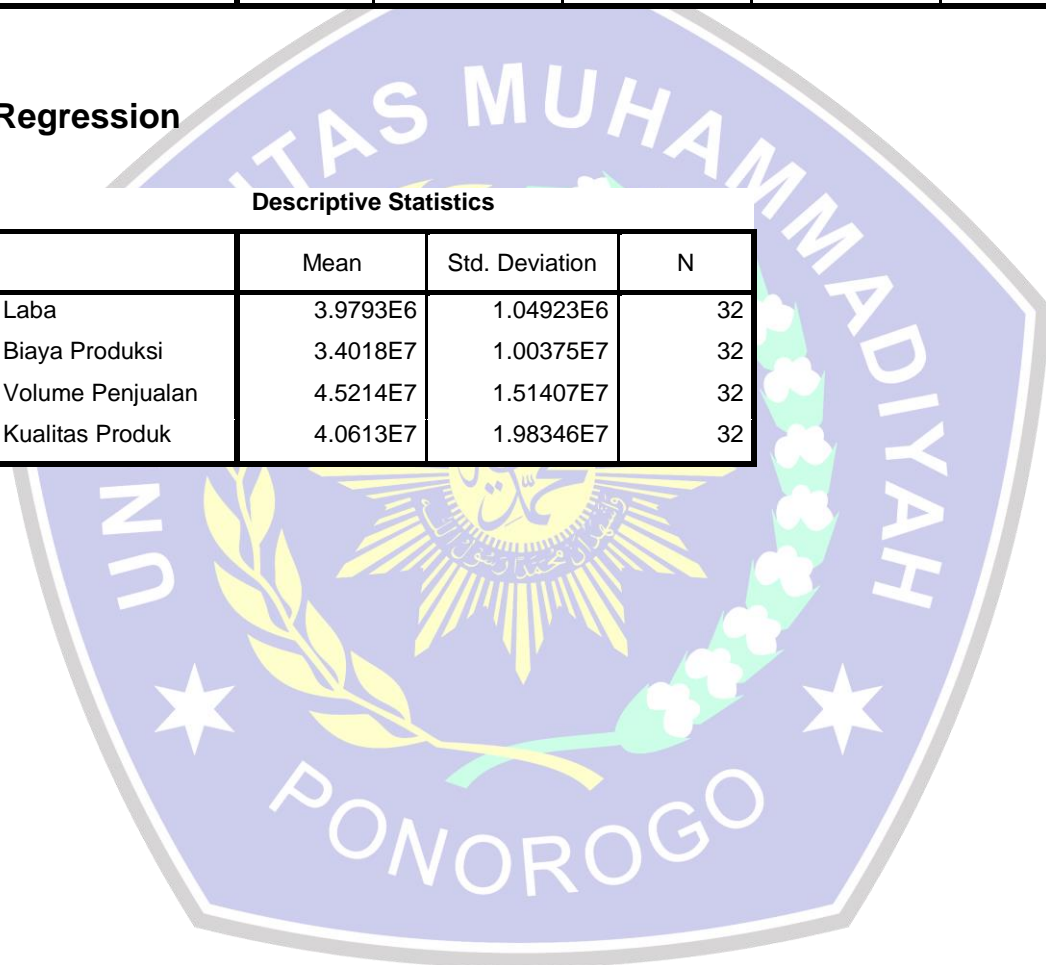
Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
Biaya Produksi	32	21822855.00	58718173.00	3.4018E7	1.00375E7
Volume Penjualan	32	16515754.00	76592955.00	4.5214E7	1.51407E7
Kualitas Produk	32	1916984.00	76592955.00	4.0613E7	1.98346E7
Laba	32	2280812.00	6588662.00	3.9793E6	1.04923E6
Valid N (listwise)	32				

## Regression

Descriptive Statistics

	Mean	Std. Deviation	N
Laba	3.9793E6	1.04923E6	32
Biaya Produksi	3.4018E7	1.00375E7	32
Volume Penjualan	4.5214E7	1.51407E7	32
Kualitas Produk	4.0613E7	1.98346E7	32





**Correlations**

		Laba	Biaya Produksi	Volume Penjualan	Kualitas Produk
Pearson Correlation	Laba	1.000	.845	.802	.627
	Biaya Produksi	.845	1.000	.880	.868
	Volume Penjualan	.802	.880	1.000	.846
	Kualitas Produk	.627	.868	.846	1.000
Sig. (1-tailed)	Laba	.	.000	.000	.000
	Biaya Produksi	.000	.	.000	.000
	Volume Penjualan	.000	.000	.	.000
	Kualitas Produk	.000	.000	.000	.
N	Laba	32	32	32	32
	Biaya Produksi	32	32	32	32
	Volume Penjualan	32	32	32	32
	Kualitas Produk	32	32	32	32

**Variables Entered/Removed<sup>b</sup>**

Model	Variables Entered	Variables Removed	Method
1	Kualitas Produk, Volume Penjualan, Biaya Produksi <sup>a</sup>	.	Enter

a. All requested variables entered.

b. Dependent Variable: Laba

**Model Summary<sup>b</sup>**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.897 <sup>a</sup>	.804	.783	4.88703E5	2.225

a. Predictors: (Constant), Kualitas Produk, Volume Penjualan, Biaya Produksi

b. Dependent Variable: Laba

**ANOVA<sup>b</sup>**

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	2.744E13	3	9.147E12	38.298	.000 <sup>a</sup>
	Residual	6.687E12	28	2.388E11		
	Total	3.413E13	31			

a. Predictors: (Constant), Kualitas Produk, Volume Penjualan, Biaya Produksi

b. Dependent Variable: Laba

**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	421802.292	352641.255		1.196	.242
	Biaya Produksi	.098	.021	.939	4.658	.000
	Volume Penjualan	.033	.013	.472	2.515	.018
	Kualitas Produk	-.031	.009	-.588	-3.273	.073

a. Dependent Variable: Laba

**Coefficients<sup>a</sup>**

Model		Collinearity Statistics	
		Tolerance	VIF
1	(Constant)		
	Biaya Produksi	.172	5.809
	Volume Penjualan	.198	5.041
	Kualitas Produk	.217	4.605

a. Dependent Variable: Laba

**Collinearity Diagnostics<sup>a</sup>**

Model	Dimension	Eigenvalue	Condition Index	Variance Proportions	
				(Constant)	Biaya Produksi
1	1	3.871	1.000	.00	.00
	2	.101	6.206	.35	.00
	3	.019	14.408	.42	.03
	4	.010	20.016	.22	.97

a. Dependent Variable: Laba

**Collinearity Diagnostics<sup>a</sup>**

Model	Dimension	Variance Proportions	
		Volume Penjualan	Kualitas Produk
1	1	.00	.00
	2	.00	.16
	3	.51	.72
	4	.48	.12

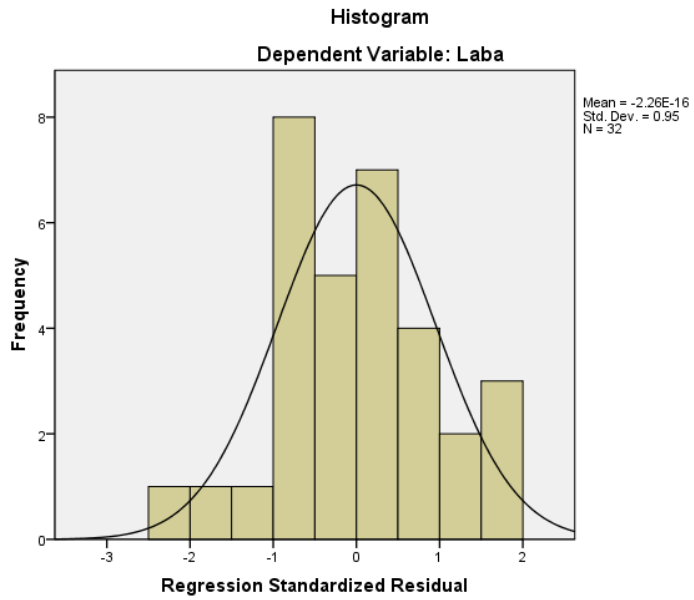
a. Dependent Variable: Laba

**Residuals Statistics<sup>a</sup>**

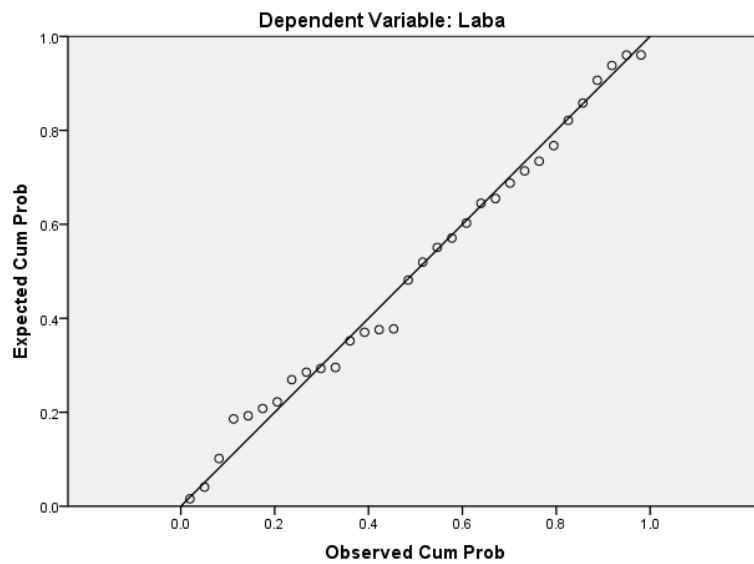
	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	2.6801E6	6.3130E6	3.9793E6	9.40832E5	32
Std. Predicted Value	-1.381	2.480	.000	1.000	32
Standard Error of Predicted Value	104654.906	374598.906	162114.756	60727.567	32
Adjusted Predicted Value	2.6722E6	6.2259E6	3.9768E6	9.62501E5	32
Residual	-1.05234E6	8.58496E5	.00000	4.64454E5	32
Std. Residual	-2.153	1.757	.000	.950	32
Stud. Residual	-2.306	2.343	.003	1.047	32
Deleted Residual	-1.20663E6	1.52759E6	2442.70641	5.79441E5	32
Stud. Deleted Residual	-2.516	2.566	.005	1.091	32
Mahal. Distance	.453	17.245	2.906	3.527	32
Cook's Distance	.000	1.070	.075	.209	32
Centered Leverage Value	.015	.556	.094	.114	32

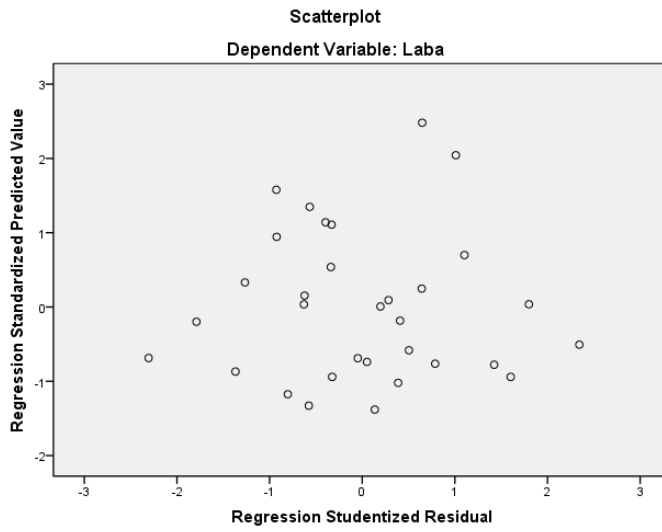
a. Dependent Variable: Laba

## Charts



**Normal P-P Plot of Regression Standardized Residual**





## NPar Tests

### One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		32
Normal Parameters <sup>a,b</sup>	Mean	.0000000
	Std. Deviation	4.64454177E5
Most Extreme Differences	Absolute	.097
	Positive	.097
	Negative	-.080
Kolmogorov-Smirnov Z		.551
Asymp. Sig. (2-tailed)		.922

a. Test distribution is Normal.

b. Calculated from data.

### Correlations

		Biaya Produksi	Volume Penjualan	Kualitas Produk	Laba
Biaya Produksi	Pearson Correlation	1	.880**	.868**	.845**
	Sig. (2-tailed)		.000	.000	.000
	N	32	32	32	32
Volume Penjualan	Pearson Correlation	.880**	1	.846**	.802**
	Sig. (2-tailed)	.000		.000	.000
	N	32	32	32	32
Kualitas Produk	Pearson Correlation	.868**	.846**	1	.627**
	Sig. (2-tailed)	.000	.000		.000
	N	32	32	32	32
Laba	Pearson Correlation	.845**	.802**	.627**	1
	Sig. (2-tailed)	.000	.000	.000	
	N	32	32	32	32

\*\* . Correlation is significant at the 0.01 level (2-tailed).

### Nonparametric Correlations



### Correlations

			Biaya Produksi	Volume Penjualan
Spearman's rho	Biaya Produksi	Correlation Coefficient	1.000	.764**
		Sig. (2-tailed)	.	.000
		N	32	32
	Volume Penjualan	Correlation Coefficient	.764**	1.000
		Sig. (2-tailed)	.000	.
		N	32	32
	Kualitas Produk	Correlation Coefficient	.801**	.846**
		Sig. (2-tailed)	.000	.000
		N	32	32
	Laba	Correlation Coefficient	.800**	.774**
		Sig. (2-tailed)	.000	.000
		N	32	32

\*\* . Correlation is significant at the 0.01 level (2-tailed).



### Correlations

			Kualitas Produk	Laba
Spearman's rho	Biaya Produksi	Correlation Coefficient	.801**	.800**
		Sig. (2-tailed)	.000	.000
		N	32	32
	Volume Penjualan	Correlation Coefficient	.846**	.774**
		Sig. (2-tailed)	.000	.000
		N	32	32
	Kualitas Produk	Correlation Coefficient	1.000	.601**
		Sig. (2-tailed)	.	.000
		N	32	32
	Laba	Correlation Coefficient	.601**	1.000
		Sig. (2-tailed)	.000	.
		N	32	32

\*\* . Correlation is significant at the 0.01 level (2-tailed).



**LAMPIRAN 3**  
**BERITA ACARA**



