

Data Penjualan , Data claim Recharge dan Lost Efisiensi periode tahun 2009 - 2011

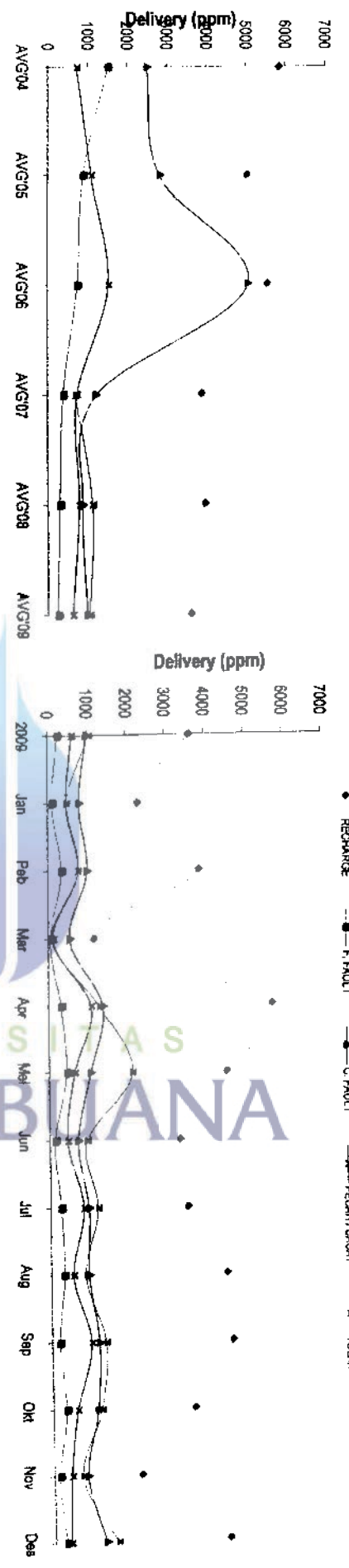
No	Bulan	Data Claim Recharge	Volume Penjualan	Lost Efisiensi
1	Januari 2009	114	49,266	28,500,000
2	Februari	200	51,481	50,000,000
3	Maret	55	46,741	13,750,000
4	April	267	46,495	66,750,000
5	Mei	230	50,392	57,500,000
6	Juni	178	52,906	44,500,000
7	Juli	185	52,331	46,250,000
8	Agustus	228	50,030	56,500,000
9	September	184	39,556	46,000,000
10	Oktober	196	53,606	49,000,000
11	November	119	52,365	29,750,000
12	Desember	167	37,212	41,750,000
13	Januari 2010	136	56,371	40,800,000
14	Februari	161	53,181	48,300,000
15	Maret	135	44,557	40,500,000
16	April	214	46,735	64,200,000
17	Mei	69	46,374	20,700,000
18	Juni	232	46,670	69,600,000
19	Juli	143	44,807	42,900,000
20	Agustus	188	45,986	56,400,000
21	September	91	39,226	27,300,000
22	Oktober	181	41,194	54,300,000
23	November	193	50,784	57,900,000
24	Desember	129	43,523	38,700,000
25	Januari 2011	160	55,547	48,000,000
26	Februari	194	45,042	56,200,000
27	Maret	206	57,329	61,800,000
28	April	223	56,225	66,900,000
29	Mei	145	53,314	43,500,000
30	Juni	148	56,421	44,400,000
31	Juli	169	49,051	50,700,000
32	Agustus	254	42,767	76,200,000
33	September	103	46,132	30,900,000
34	Oktober	197	43,180	59,100,000
35	November	190	45,522	57,000,000
36	Desember	164	37,876	49,200,000
	Grand Total 2009-2011	6,146	1,732,195	1,737,750,000



PT. Century Batteries
Indonesia

GRAFIK CLAIM BATTERY BERDASARKAN KODE PENERIMAAN

QUALITY ASSURANCE DEPT.	
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Produksi / Unit	Unit	Average												Remark					
		2004	2005	2006	2007	2008	2009	Jan	Feb	Mar	Apr	Mei	Jun		Jul	Aug	Sep	Okt	Nov
RECHARGE	pcs	3.607	3.149	2.943	2.519	2.288	2.171	114	200	55	267	230	178	185	226	184	196	119	167
	ppm	5.896	5.004	5.959	3.919	3.991	3.842	2.314	3.885	1.177	5.743	4.564	3.364	3.535	4.817	4.652	3.656	2.273	4.488
F. FAULT	pcs	950	573	412	272	196	163	7	19	4	16	24	9	16	18	9	20	9	12
	ppm	1.542	918	780	423	342	280	142	389	88	344	476	170	306	360	228	373	172	322
C. FAULT	pcs	1.561	1.783	2.692	806	524	564	41	53	27	66	55	40	53	50	49	63	47	50
	ppm	2.534	2.856	5.094	1.254	914	1.020	832	1.030	578	1.420	1.091	756	1.013	699	1.209	1.175	898	1.344
PECAH / CACAT	pcs	486	705	831	485	473	378	25	41	7	52	34	26	48	30	41	35	25	18
	ppm	757	1.129	1.573	770	825	649	507	796	150	1.118	675	491	879	800	1.037	653	477	430
TOLAK	pcs	-	-	-	468	667	631	25	41	6	62	109	52	65	46	56	88	40	61
	ppm	-	-	-	728	1.163	1.033	507	796	128	1.333	2.163	983	1.242	919	1.416	1.269	764	1.639
DELIVERY	pcs	615,954	624,286	528,414	642,744	573,304	582,361	49,266	51,481	46,741	46,495	50,392	52,906	52,331	90,030	39,556	53,606	52,365	37,212
	ppm	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

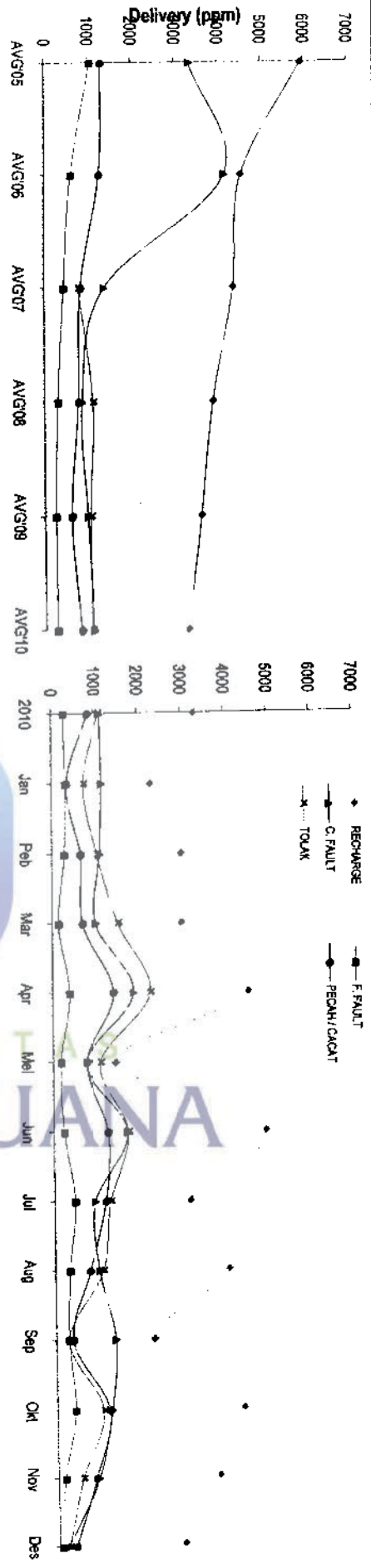
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	Average												Remark						
	2005	2006	2007	2008	2009	2010	Jan	Feb	Mar	Apr	Mei	Jun		Jul	Aug	Sep	Ok	Nov	Des
RECHARGE	pcs	3,149	2,943	2,519	2,289	2,121	1,872	136	161	135	214	69	232	143	166	91	181	193	129
	ppm	5,999	4,579	4,394	3,929	3,842	3,384	2,330	3,027	3,030	4,579	1,488	4,971	3,191	4,088	2,320	4,394	3,800	2,984
F. FAULT	pcs	573	412	272	196	163	174	20	17	8	20	10	13	23	17	13	19	10	4
	ppm	1,084	641	474	337	280	310	343	320	180	428	216	279	513	370	331	481	197	92
C. FAULT	pcs	1,723	2,692	806	534	594	651	70	61	47	90	38	82	44	49	56	54	50	10
	ppm	3,374	4,188	1,406	900	1,020	1,160	1,199	1,147	1,055	1,926	819	1,757	982	1,066	1,428	1,311	985	230
PECAH / CACAT	pcs	705	831	495	473	578	487	22	37	33	68	38	61	55	39	17	52	47	18
	ppm	1,334	1,293	963	812	649	967	377	896	741	1,455	819	1,307	1,227	848	433	1,262	925	414
TOLAK	pcs	-	-	488	687	631	631	45	58	70	108	53	83	60	53	13	46	31	11
	ppm	-	-	816	1,145	1,083	1,124	771	1,091	1,571	2,311	1,143	1,778	1,339	1,453	331	1,117	610	253
DELIVER							88,371	53,181	44,557	46,735	48,374	48,670	44,807	45,996	38,226	41,194	50,794	43,523	

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Indonesia

GRAFIK CLAIM BATTERY

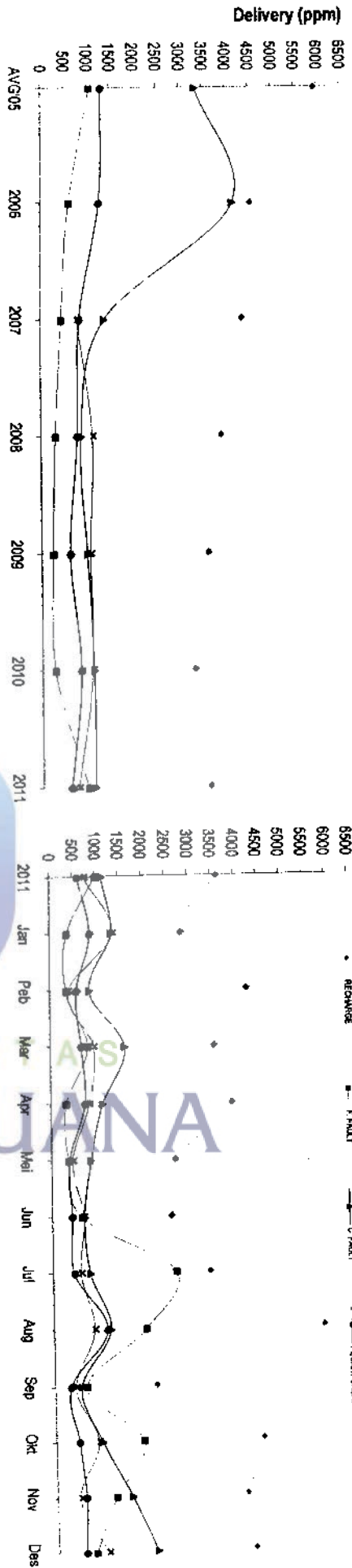
BERDASARKAN KODE PENERIMAN

QUALITY ASSURANCE DEPT.

HAL

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Production / Item	Unit	Average												Remark					
		2006	2007	2008	2009	2010	2011	2011	Jan	Feb	Mar	Apr	Mei		Jun	Juli	Aug	Sep	OkT
RECHARGE	pcs	2,943	2,519	2,288	2,121	1,872	2,153	160	194	206	223	145	148	169	204	103	197	190	164
	ppm	4,579	4,394	3,929	3,642	3,334	3,659	2,880	4,307	3,593	3,966	2,720	2,623	3,446	5,939	2,233	4,562	4,174	4,330
F. FAULT	pcs	412	272	196	163	174	505	22	17	48	20	21	38	133	87	33	84	60	32
	ppm	641	474	337	280	310	1,011	396	377	837	356	394	674	2,711	2,034	715	1,945	1,318	645
C. FAULT	pcs	2,602	806	524	594	651	631	78	40	95	65	47	41	41	84	28	45	76	83
	ppm	4,188	1,406	900	1,020	1,160	1,174	1,398	888	1,657	1,156	882	727	836	1,269	607	1,042	1,670	2,191
PECAH / CACAT	pcs	831	485	473	378	487	377	50	27	40	43	22	26	24	51	17	23	38	24
	ppm	1,283	863	812	648	887	641	900	699	698	765	413	461	489	1,193	389	533	659	634
TOLAK	pcs	-	488	667	631	631	486	78	19	56	48	26	40	31	39	22	41	24	42
	ppm	-	818	1,145	1,083	1,124	732	1,404	422	977	854	488	709	632	912	477	950	527	1,109
DELIVERY	pcs	528,414	642,744	573,304	582,381	561,408	588,406	55,847	45,042	57,329	58,225	53,314	56,421	48,051	42,767	46,132	43,180	45,622	37,876

Catatan:

Tests of Normality

	Kolmogorov-Smirnov ^a			Shapiro-Wilk		
	Statistic	df	Sig.	Statistic	df	Sig.
Claim Recharge	.087	36	.200*	.983	36	.846

a. Lilliefors Significance Correction

*. This is a lower bound of the true significance.

Tests of Normality

	Kolmogorov-Smirnov ^a			Shapiro-Wilk		
	Statistic	df	Sig.	Statistic	df	Sig.
Sales	.111	36	.200*	.978	36	.692

a. Lilliefors Significance Correction

*. This is a lower bound of the true significance.

Tests of Normality

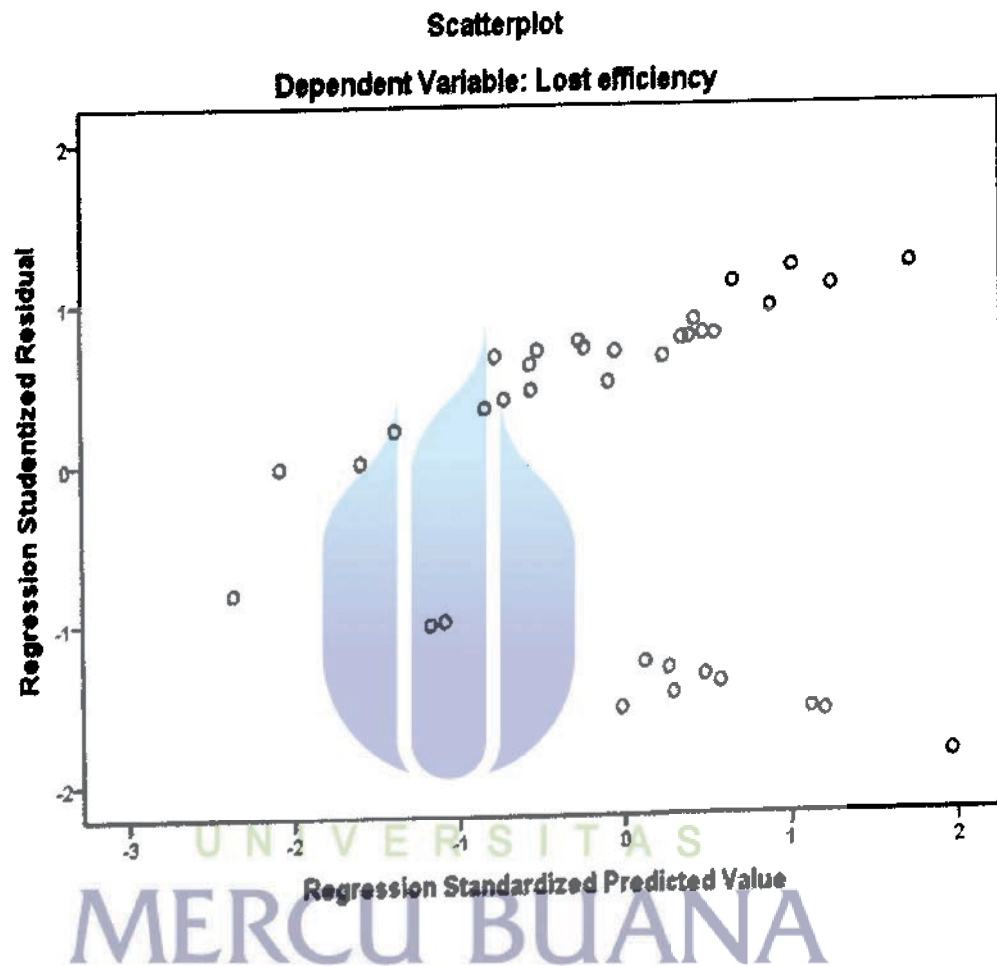
	Kolmogorov-Smirnov ^a			Shapiro-Wilk		
	Statistic	df	Sig.	Statistic	df	Sig.
Lost efficiency	.094	36	.200*	.980	36	.747

a. Lilliefors Significance Correction

*. This is a lower bound of the true significance.

Charts

Uji Heteroskedastisitas



Untuk data koefisien determinasi total menurut Theory Trimming :

$$Pe1 = \sqrt{1-0.906} = 0.306$$

$$Pe2 = \sqrt{1-0.014} = 0.993$$

koefisien determinasi total :

$$= 1 - (0.306)^2 (0.993)^2$$

$$= 1 - (0.094) (0.986)$$

$$= 1 - 0.093$$

$$= 0.91$$

Collinearity Diagnostics^a

Model	Dimension	Eigenvalue	Condition Index	Variance Proportions	
				(Constant)	Claim Recharge
1	1	1.962	1.000	.02	.02
	2	.038	7.214	.98	.98

a. Dependent Variable: Sales

Coefficients^a

Model		Collinearity Statistics	
		Tolerance	VIF
1	Claim Recharge	1.000	1.000

a. Dependent Variable: Sales

Collinearity Diagnostics^a

Model	Dimension	Eigenvalue	Condition Index	Variance Proportions	
				(Constant)	Claim Recharge
1	1	1.962	1.000	.02	.02
	2	.038	7.214	.98	.98

a. Dependent Variable: Lost efficiency

Coefficients^a

Model		Collinearity Statistics	
		Tolerance	VIF
1	Claim Recharge	1.000	1.000

a. Dependent Variable: Lost efficiency

ANALISIS JALUR

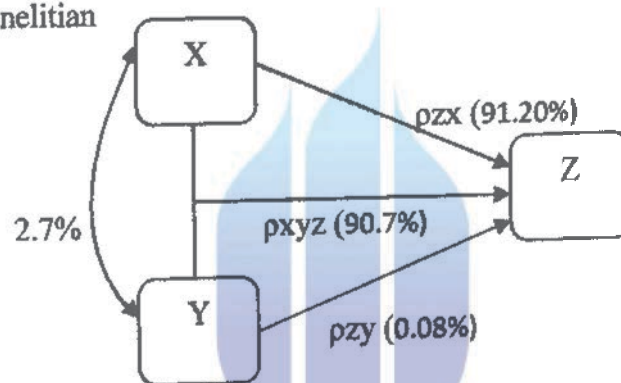
Variabel Penelitian :

X = Klaim

Y = Sales

Z = Efisiensi

Model Penelitian



$$Y = \gamma X + \epsilon_1 \dots\dots\dots \text{Substruktural 1}$$

$$Z = \rho YX + \epsilon_2 \dots\dots\dots \text{Substruktural 2}$$

Variabel : X = Klaim

Y = Sales

Z = Efisiensi

Regression

Variables Entered/Removed ^a			
Model	Variables Entered	Variables Removed	Method
1	Claim Recharge		Enter

a. All requested variables entered.

b. Dependent Variable: Sales

Model Summary^a

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.117 ^a	.014	-.015	5.543743

a. Predictors: (Constant), Claim Recharge

b. Dependent Variable: Sales

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	14.416	1	14.416	.469	.498 ^a
	Residual	1044.925	34	30.733		
	Total	1059.341	35			

a. Predictors: (Constant), Claim Recharge

b. Dependent Variable: Sales

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	48.058	3.397		13.559	.000
	Claim Recharge	.013	.019	.117	.685	.498

a. Dependent Variable: Sales

Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	48.77954	49.55964	48.29708	0.641773	36
Std. Predicted Value	-2.365	1.967	.000	1.000	36
Standard Error of Predicted Value	.925	2.401	1.251	.382	36
Adjusted Predicted Value	46.78844	50.21189	48.32152	0.695839	36
Residual	-11.038271	10.529251	-6.908054E-16	5.463973	36
Std. Residual	-1.991	1.899	.000	.986	36

Stud. Residual	-2.019	1.941	-.002	1.008	36
Deleted Residual	-11.353523	10.992705	-0.024432	5.719373	36
Stud. Deleted Residual	-2.120	2.027	-.003	1.029	36
Mahal. Distance	.001	5.591	.972	1.343	36
Cook's Distance	.000	.135	.023	.031	36
Centered Leverage Value	.000	.160	.028	.038	36

a. Dependent Variable: Sales

Analisis sub struktur 2

Regression

Model	Variables Entered	Variables Removed	Method
1	Sales, Claim Recharge		Enter

a. All requested variables entered.

b. Dependent Variable: Lost efficiency

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.952 ^a	.906	.900	4,398,013.179

a. Predictors: (Constant), Sales, Claim Recharge

b. Dependent Variable: Lost efficiency

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	6.140E15	2	3.070E15	158.720	.000 ^a
	Residual	6.383E14	33	1.934E13		
	Total	6.778E15	35			

a. Predictors: (Constant), Sales, Claim Recharge

b. Dependent Variable: Lost efficiency

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	5353788.012	6821361.374		.785	.438
	Claim Recharge	271455.954	15294.639	.955	17.748	.000
	Sales	-70946.695	136054.824	.028	-.521	.606

a. Dependent Variable: Lost efficiency

Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	16,987,746.00	74,321,024.00	48,270,833.33	13,245,030.03	36
Std. Predicted Value	-2.363	1.967	.000	1.000	36
Standard Error of Predicted Value	741038.375	1904558.000	1232056.173	310801.404	36
Adjusted Predicted Value	17,710,458.00	75,536,752.00	48,280,257.01	13,220,189.98	36
Residual	-7,571,021.000	5,000,512.000	-4.592E-9	4,270,507.355	36
Std. Residual	-1.721	1.137	.000	.971	36
Stud. Residual	-1.855	1.218	-.001	1.015	36
Deleted Residual	-8,786,750.000	5,817,634.000	-9,423.673	4,667,369.581	36
Stud. Deleted Residual	-1.930	1.227	-.010	1.026	36
Mahal. Distance	.021	5.591	1.944	1.494	36
Cook's Distance	.000	.184	.031	.038	36
Centered Leverage Value	.001	.160	.056	.043	36

a. Dependent Variable: Lost efficiency



PT CENTURY BATTERIES INDONESIA
MANUFACTURER OF AUTOMOTIVE STORAGE BATTERIES
 Jl. Raya Bekasi KM. 25 Cakung, Jakarta 13960, phone (021) 4600880.
 Fax. 4601068. PO Box. 1265 JAT - Jakarta 13012.



AFAQ N° 1009/11310

Januari 2010

Company Profile

Company name	:	PT Century Batteries Indonesia.
Address Head office & Factory	:	Jl. Raya Bekasi KM 25, Cakung, Jakarta 13960.
Established date	:	September 16, 1971
Founder	:	PT. Sumber Selatan Nusantara
Company status	:	Penanaman Modal Dalam Negeri (PMDN)
Shareholders	:	PT. Astra Otoparts Tbk. (80%) PT. Sumber Selatan Nusa (20%)
Acquisition GS Group	:	January, 1988
Acquisition AOP Group	:	January, 2007
Board of director	:	1. Mr. Ferry Rampengan (President Director) 2. Mr. Janto Pangestu (Director) 3. Mr. Bambang Soegiharto (Director)
Number of employee	:	Total = 430 Direct = 220 Indirect = 210
Ground lay out	:	Land area = 12.000 sqm Factory area = 8.500 sqm
Business line	:	Manufacturer of Automotive Storage Battery
Annual capacity	:	Installed = 1.000.000 unit
Sales	:	Domestic = 40 % Export = 60 %