

LAMPIRAN

Lampiran 1. Data Penjualan Kopi XYZ Periode 2020-2023

Data Penjualan Kopi XYZ				
Bulan/ Tahun	2020	2021	2022	2023
Januari	5.624	7.730	7.920	9.810
Februari	5.800	6.950	9.380	8.982
Maret	6.570	8.940	10.000	8.680
April	5.188	9.320	10.370	6.606
Mei	7.742	10.720	11.300	12.297
Juni	6.700	10.040	8.646	17.004
Juli	7.387	10.800	9.092	16.227
Agustus	8.100	10.900	10.624	17.076
September	8.112	8.960	11.304	18.485
Oktober	7.721	7.050	9.443	19.170
November	9.730	11.520	12.991	19.685
Desember	10.215	11.830	11.162	20.293
Total	88.889	114.760	122.232	174.315

Lampiran 2. Data Volume Penjualan Periode 2020-2023

Bulan	Volume Penjualan (X ₁)			
	2020	2021	2022	2023
Januari	Rp156.500.000	Rp220.905.000	Rp216.060.000	Rp212.370.000
Februari	Rp165.470.000	Rp186.870.000	Rp265.945.000	Rp353.478.000
Maret	Rp180.135.000	Rp258.260.000	Rp278.255.000	Rp338.666.000
April	Rp144.165.000	Rp263.230.000	Rp298.725.000	Rp258.701.000
Mei	Rp206.785.000	Rp309.005.000	Rp324.190.000	Rp477.734.000
Juni	Rp177.955.000	Rp290.850.000	Rp246.910.000	Rp660.174.000
Juli	Rp212.520.000	Rp310.995.000	Rp262.060.000	Rp627.249.000
Agustus	Rp232.655.000	Rp315.550.000	Rp301.905.000	Rp670.890.000
September	Rp229.440.000	Rp263.770.000	Rp310.645.000	Rp727.324.000
Oktober	Rp222.800.000	Rp202.685.000	Rp276.590.000	Rp538.590.000
November	Rp276.055.000	Rp326.125.000	Rp367.050.000	Rp755.599.000
Desember	Rp286.590.000	Rp340.520.000	Rp315.470.000	Rp788.320.000
Total	Rp2.491.070.000	Rp3.288.765.000	Rp3.463.805.000	Rp6.409.095.000
Total				Rp15.652.735.000

Lampiran 3. Data Biaya Operasional Periode 2020-2023

Bulan	Biaya Operasional			
	2020	2021	2022	2023
Januari	Rp34.600.586	Rp41.200.540	Rp39.999.985	Rp47.450.000
Februari	Rp34.987.230	Rp35.225.400	Rp42.200.540	Rp46.560.700
Maret	Rp36.950.500	Rp42.500.777	Rp42.700.245	Rp44.800.500
April	Rp34.200.323	Rp42.877.500	Rp42.988.990	Rp39.800.900
Mei	Rp38.500.789	Rp45.650.098	Rp44.500.500	Rp49.500.500
Juni	Rp36.700.000	Rp44.900.000	Rp41.700.500	Rp58.700.540
Juli	Rp39.900.870	Rp45.957.000	Rp40.581.800	Rp55.200.540
Agustus	Rp42.887.730	Rp47.080.500	Rp42.800.000	Rp58.930.700
September	Rp41.700.245	Rp37.213.500	Rp45.700.540	Rp58.900.700
Oktober	Rp41.001.333	Rp34.999.878	Rp39.200.540	Rp60.800.750
November	Rp45.988.990	Rp47.568.000	Rp47.200.540	Rp62.154.300
Desember	Rp45.758.500	Rp47.590.000	Rp45.900.700	Rp62.700.500
Total	Rp473.177.096	Rp512.763.193	Rp515.474.880	Rp645.500.630
Total				Rp2.146.915.799

Lampiran 4. Data Laba Bersih Periode 2020-2023

Bulan	Laba Bersih			
	2020	2021	2022	2023
Januari	Rp18.903.769	Rp61.959.795	Rp57.844.716	Rp140.753.448
Februari	Rp26.805.390	Rp37.530.010	Rp93.454.292	Rp150.081.530
Maret	Rp31.083.925	Rp86.033.189	Rp93.217.130	Rp144.571.850
April	Rp8.907.002	Rp86.762.375	Rp93.298.856	Rp90.830.135
Mei	Rp49.477.365	Rp121.824.126	Rp79.973.594	Rp204.182.200
Juni	Rp32.238.570	Rp104.939.446	Rp88.434.220	Rp274.267.885
Juli	Rp53.256.665	Rp118.658.392	Rp90.616.720	Rp275.092.335
Agustus	Rp59.490.434	Rp123.452.875	Rp96.493.400	Rp282.071.050
September	Rp65.543.831	Rp98.397.397	Rp89.995.485	Rp257.247.640
Oktober	Rp54.278.355	Rp51.653.160	Rp102.738.718	Rp259.502.875
November	Rp94.626.468	Rp128.406.829	Rp84.362.757	Rp262.936.877
Desember	Rp101.084.629	Rp138.223.712	Rp126.776.120	Rp284.497.150
Total	Rp595.696.403	Rp1.157.841.306	Rp1.097.206.008	Rp2.626.034.975
Total				Rp5.476.778.692

Lampiran 5. Sampel UMKM Kopi XYZ dan Tabulasi Penelitian

Tahun	Bulan	X1	X2	Y
		V.P	B.O	L.B
2020	Januari	156500000	34600586	18903769
	Februari	165470000	34987230	26805390
	Maret	180135000	36950500	31083925
	April	144165000	34200323	8907002
	Mei	206785000	38500789	49477365
	Juni	177955000	36700000	32238570
	Juli	212520000	39900870	53256665
	Agustus	232655000	42887730	59490434
	September	229440000	41700245	65543831
	Oktober	222800000	41001333	54278355
	November	276055000	45988990	94626468
	Desember	286590000	45758500	101084629
2021	Januari	220905000	41200540	61959795
	Februari	186870000	35225400	37530010
	Maret	258260000	42500777	86033189
	April	263230000	42877500	86762375
	Mei	309005000	45650098	121824126
	Juni	290850000	44900000	104939446
	Juli	310995000	45957000	118658392
	Agustus	315550000	47080500	123452875
	September	263770000	37213500	98397397
	Oktober	202685000	34999878	51653160
	November	326125000	47568000	128406829
	Desember	340520000	47590000	138223712
2022	Januari	216060000	39999985	57844716
	Februari	265945000	42200540	93454292
	Maret	278255000	42700245	93217130
	April	298725000	42988990	93298856
	Mei	324190000	44500500	79973594
	Juni	246910000	41700500	88434220
	Juli	262060000	40581800	90616720
	Agustus	301905000	42800000	96493400
	September	310645000	45700540	89995485
	Oktober	276590000	39200540	102738718
	November	367050000	47200540	84362757
	Desember	315470000	45900700	126776120
	Januari	212370000	47450000	140753448
	Februari	353478000	46560700	150081530
	Maret	338666000	44800500	144571850

2023	April	258701000	39800900	90830135
	Mei	477734000	49500500	204182200
	Juni	660174000	58700540	274267885
	Juli	627249000	55200540	275092335
	Agustus	670890000	58930700	282071050
	September	727324000	58900700	257247640
	Oktober	538590000	60800750	259502875
	November	755599000	62154300	262936877
	Desember	788320000	62700500	284497150

Lampiran 6. Hasil Output SPSS

A. Tabel Statistik Deskriptif

	N	Descriptive Statistics			
		Minimum	Maximum	Mean	Std. Deviation
Volume Penjualan (X1)	48	144165000	788320000	326098645.83	163217777.027
Biaya Operasional (X2)	48	34200323	62700500	44727412.48	7389078.738
Laba Bersih (Y)	48	8907002	284497150	114099556.08	75383352.369
Valid N (listwise)	48				

B. Tabel Uji Normalitas

One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		48
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	19411028.78799164
Most extreme Differences	Absolute	.082
	Positive	.077
	Negative	-.082
Test Statistic		.082
Asymp. Sig. (2-tailed)		.200 ^{c,d}

- a. Test distribution is Normal.
b. Calculated from data.
c. Lilliefors Significance Correction.
d. This is a lower bound of the true significance.

C. Tabel Uji Multikolinearitas

Coefficients^a

Model		Collinearity Statistics	
		Tolerance	ViF
1	Volume Penjualan (X1)	.116	8.615
	Biaya Operasional (X2)	.116	8.615

- a. Dependent Variable: Laba Bersih (Y)

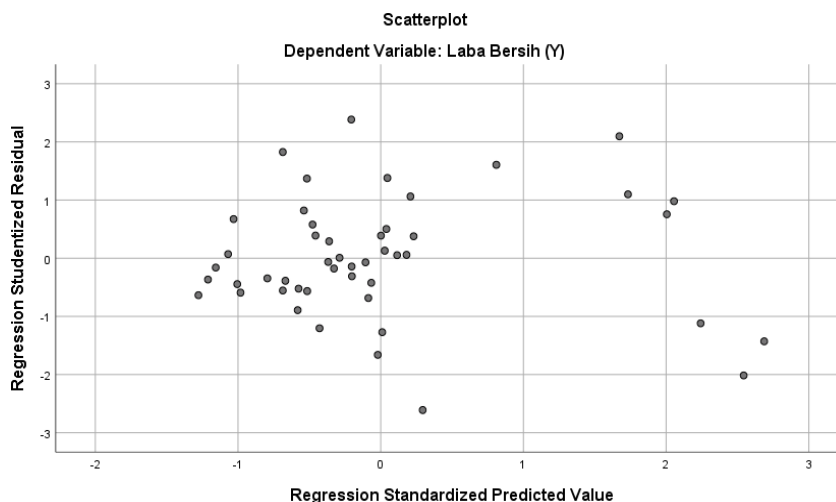
D. Tabel Uji Autokorelasi

Model Summary^b

Model	Durbin-Watson
1	1.656

- b. Dependent Variable: Laba Bersih (Y)

E. Tabel Uji heterokedastisitas



F. Tabel Uji Regresi Linear Berganda

Coefficients^a

Model		Unstandardized Coefficients	
		B	Std. error
1	(Constant)	-172598494.759	36038727.546
	Volume Penjualan (X1)	.243	.052
	Biaya Operasional (X2)	4.637	1.149

a. Dependent Variable: Laba Bersih (Y)

G. Tabel Uji T

Coefficients^a

Model		t	Sig.
1	(Constant)	-4.789	.000
	Volume Penjualan (X1)	4.673	.000
	Biaya Operasional (X2)	4.034	.000

a. Dependent Variable: Laba Bersih (Y)

H. Tabel Uji F

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	249375503463803264.000	2	124687751731901632.000	316.841	.000 ^b
	Residual	17709037814587338.000	45	393534173657496.400		
	Total	267084541278390592.000	47			

a. Dependent Variable: Laba Bersih (Y)

b. Predictors: (Constant), Biaya Operasional (X2), Volume Penjualan (X1)

I. Tabel Uji koefisien Determinasi (R²)

Model Summary^b

Model	R	R Square
1	.966 ^a	.934

a. Predictors: (Constant), Biaya Operasional (X2), Volume Penjualan (X1)

b. Dependent Variable: Laba Bersih (Y)

Lampiran 7. Dokumentasi Penelitian

