

**Lampiran 1**  
**Data Penjualan L'OREAL**

2012

Branch	Family	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Grand Total
2213 Surabaya	LP - COLORATION	316	339	387	270	283	564	208	163	403	296	387	424	4040
	LP - HAIR CARE	350	417	624	2473	605	1271	444	313	745	545	877	881	9545
	LP - PERM	196	144	118	81	111	268	139	83	163	121	106	201	1731
2213 Surabaya Total		862	900	1129	2824	999	2103	791	559	1311	962	1370	1506	15316

2013

Branch	Family	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Grand Total
2213 Surabaya	LP - COLORATION	332	357	408	285	297	593	219	171	424	311	407	447	4251
	LP - HAIR CARE	369	439	657	498	637	1338	467	330	784	574	924	927	7944
	LP - PERM	206	152	124	86	117	282	146	87	172	127	111	212	1822
2213 Surabaya Total		907	948	1189	869	1051	2213	832	588	1380	1012	1442	1586	14017

**Lanjutan Lampiran 1**

2014

Branch	Family	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Grand Total
2213 Surabaya	LP - COLORATION	267	291	556	172	355	354	316	386	347	454	383	613	4494
	LP - HAIR CARE	468	454	1203	199	472	930	488	475	645	715	768	1035	7852
	LP - PERM	151	88	177	33	54	244	140	85	186	97	97	184	1536
2213 Surabaya Total		886	833	1936	404	881	1528	944	946	1178	1266	1248	1832	13882

## 2015

Branch	Family	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Grand Total
2213 Surabaya	LP - COLORATION	335	358	745	245	337	484	358	396	553	465	536	675	5487
	LP - HAIR CARE	608	547	1460	438	457	729	608	736	900	1097	991	1293	9864
	LP - PERM	54	131	202	31	124	107	127	148	101	161	189	246	1621
2213 Surabaya Total		997	1036	2407	714	918	1320	1093	1280	1554	1723	1716	2214	16972

## 2016

Branch	Family	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Grand Total
2213 Surabaya	LP - COLORATION	474	393	1005	189	404	470	414	539	518	343	578	773	6100
	LP - HAIR CARE	766	951	1267	299	660	1116	717	1065	1123	944	1325	1499	11732
	LP - PERM	125	128	317	28	90	179	112	155	92	92	157	188	1663
2213 Surabaya Total		1365	1472	2589	516	1154	1765	1243	1759	1733	1379	2060	2460	19495