



Cars Purchasing Study

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FORECASTING



FORECASTING

Forecasting is the process of making predictions about what will happen in the future based on past and present data





Forecasting?



Estimation



Planning



Approaching



Anticipation



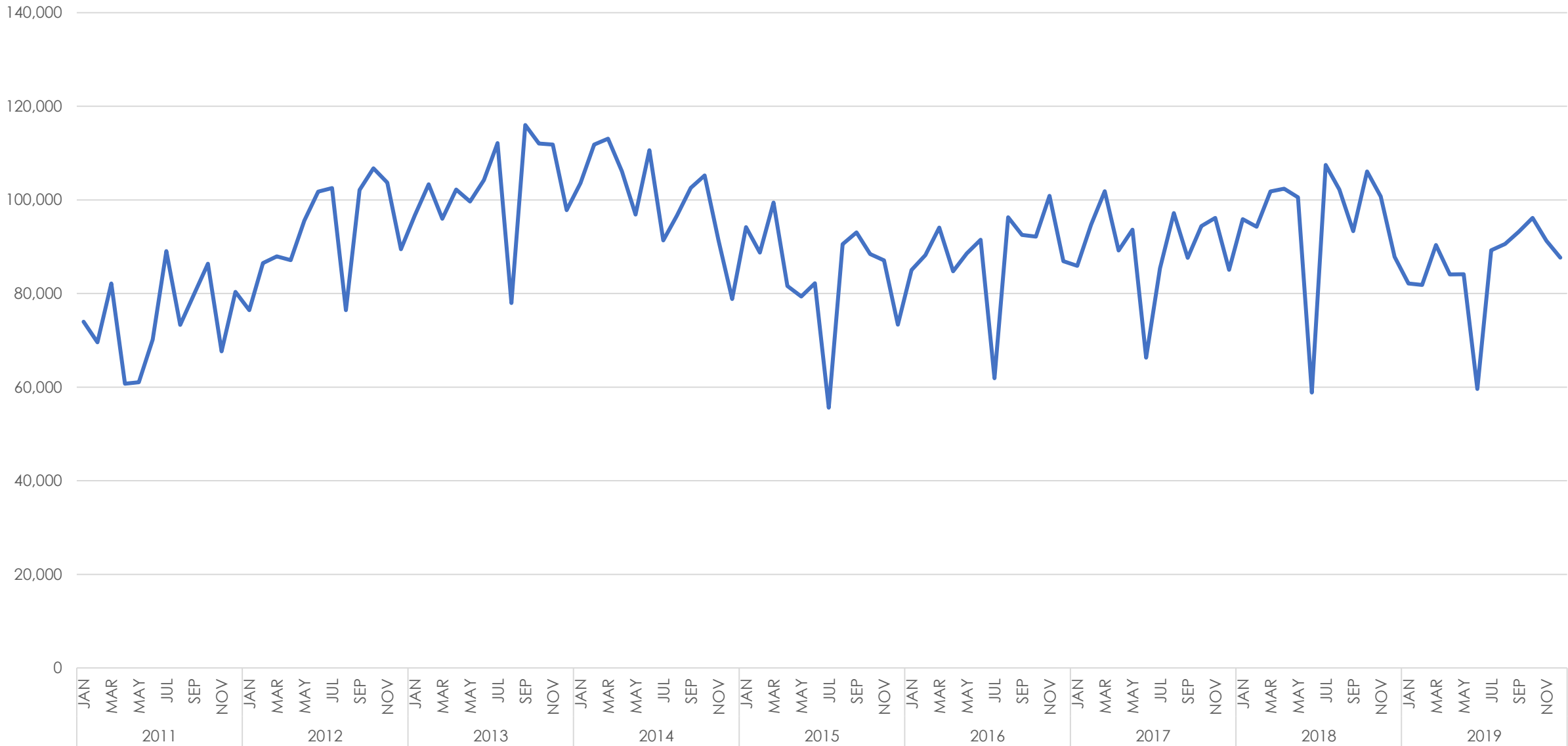


Gaikindo 2011 - 2020



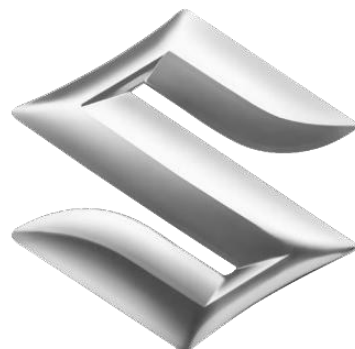
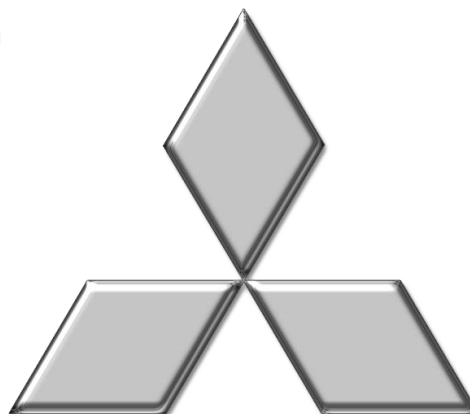
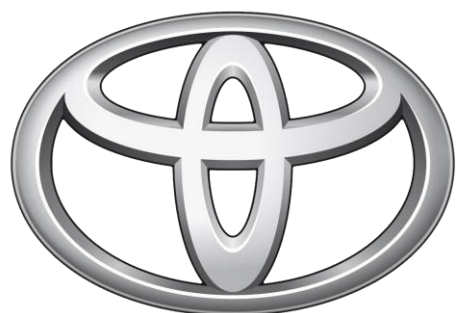


Car Sales Wholesale Data



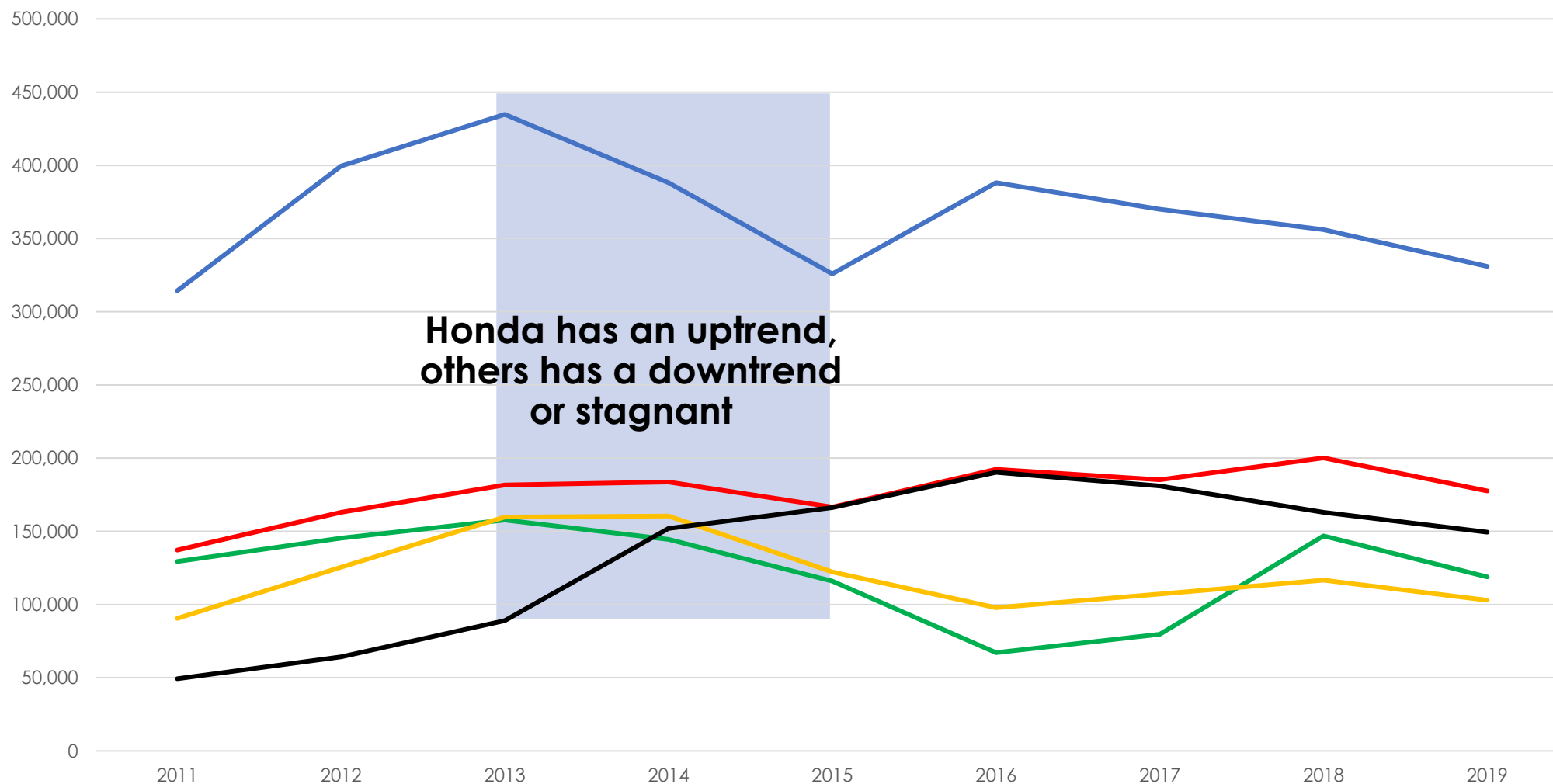


TOP 5 MOST SELLING BRANDS IN INDONESIA



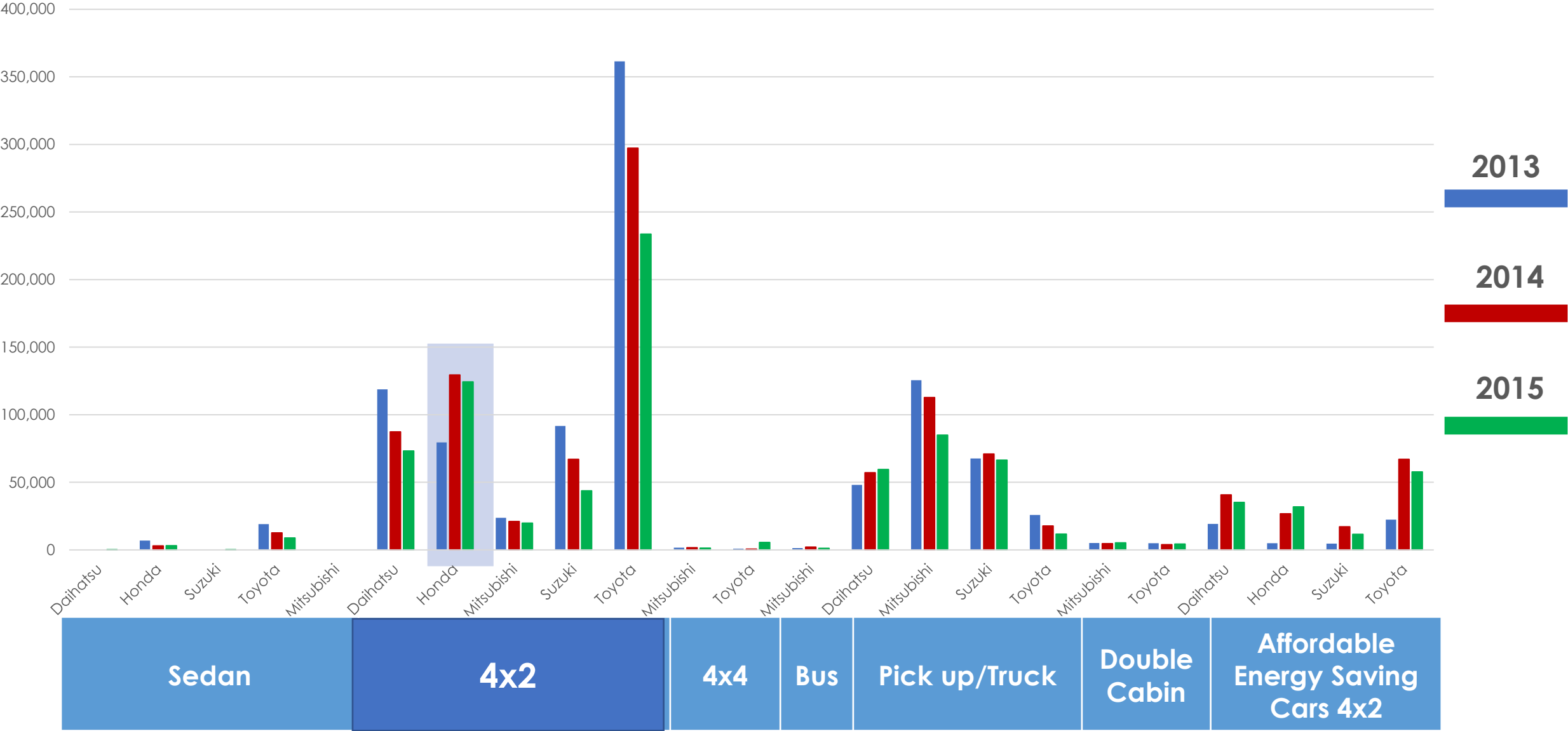


Top 5 Most Selling Brands





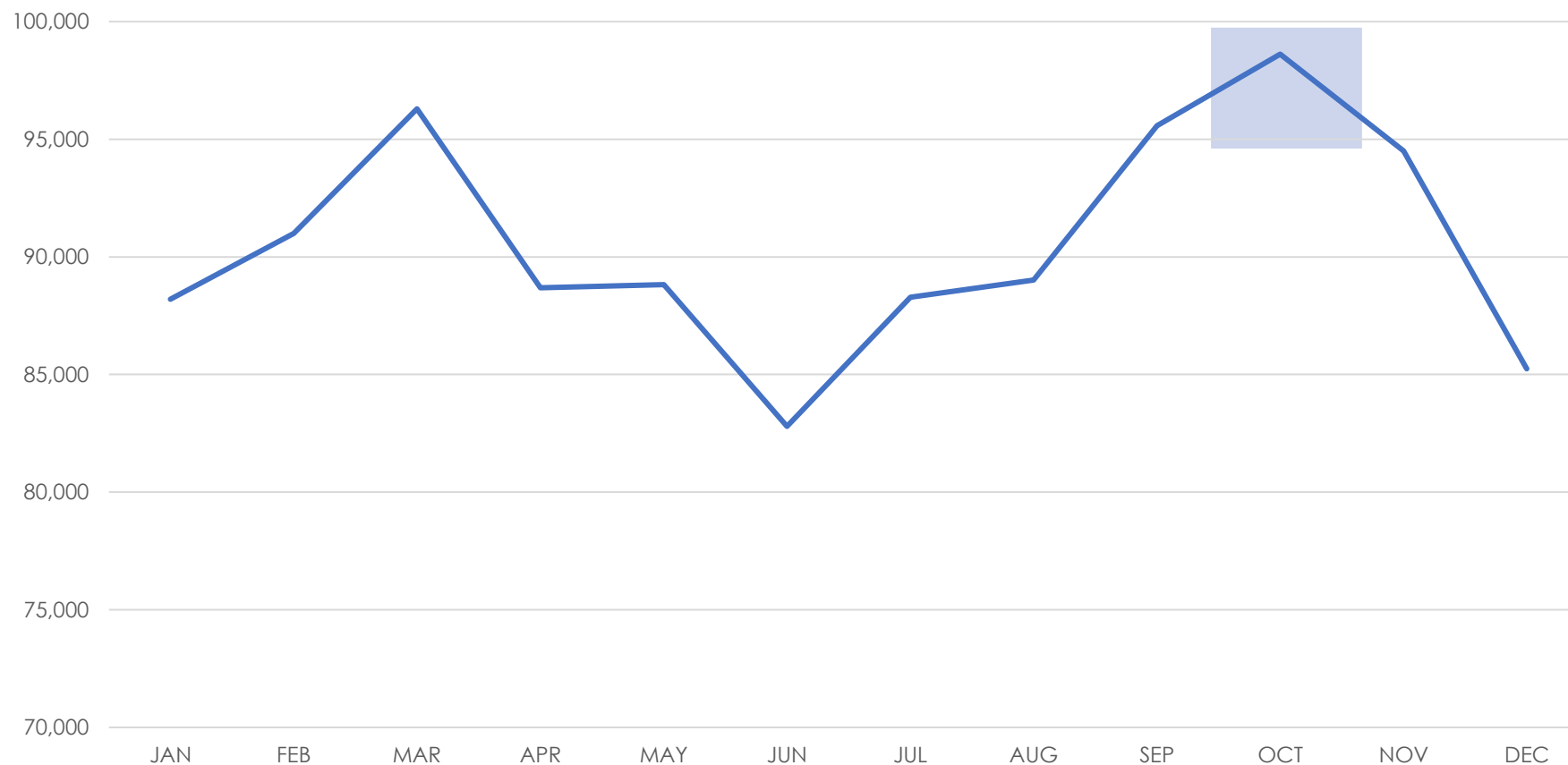
Car Sales Type





The Highest Average Sales During 2011-2019 Occurred In October, 98.615 unit

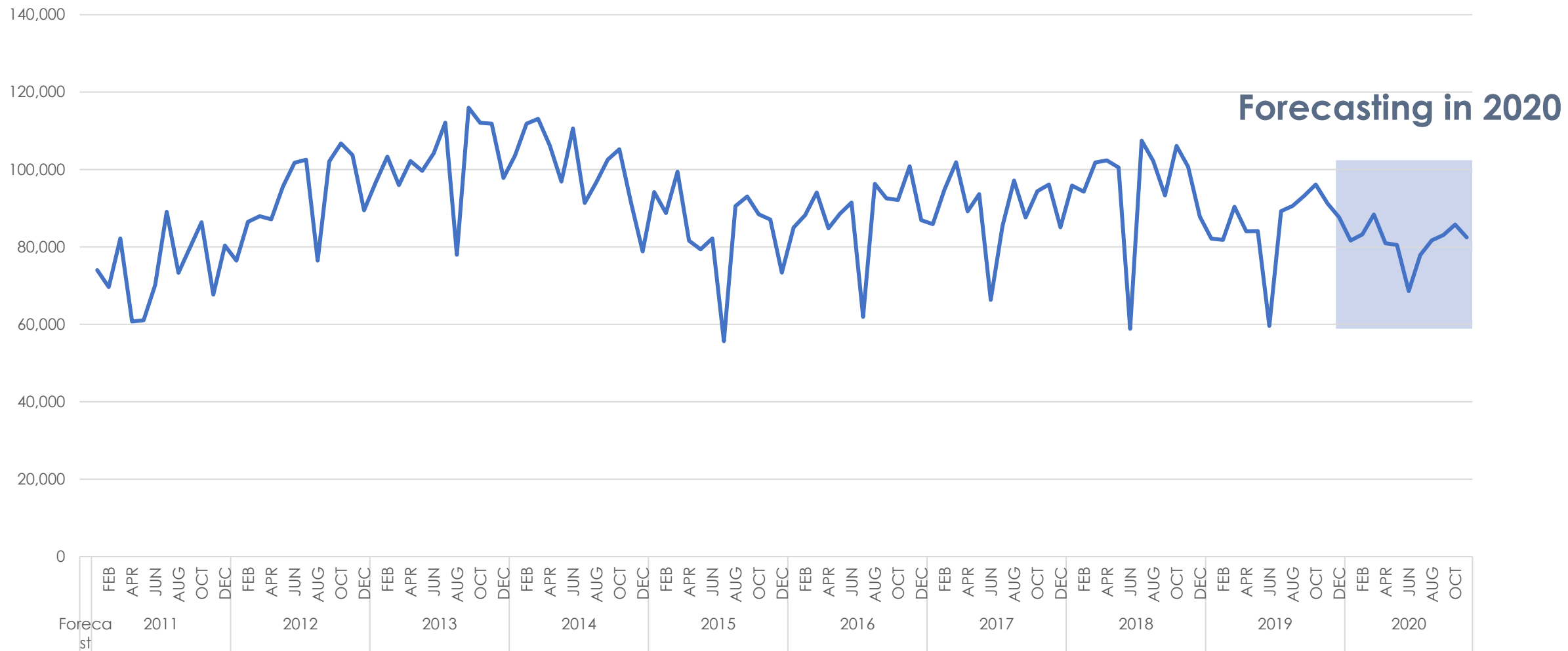
Average Monthly Sales During 2011-2019





Winter's Method

Car Sales Wholesale Data





2020	JAN	81.672
	FEB	83.227
	MAR	85.378
	APR	80.952
	MAY	80.533
	JUN	68.561
	JUL	77.929
	AUG	81.726
	SEP	83.065
	OCT	85.755
	NOV	82.443
	DEC	73.529



COVID-19

**Average Sales
Each Month**

80.647 Cars Unit



How's About Present?



Buka-bukaan Sri Mulyani: Resesi hingga Kans PDB Minus di Q3

NEWS - Cantika Adinda Putri, CNBC Indonesia | 08 August 2020 09:05



Jakarta, CNBC Indonesia - Pertumbuhan ekonomi Indonesia pada kuartal II-2020 mengalami kontraksi alias -5,32% dibandingkan pada kuartal II-2019 lalu (*year on year*). Sementara Badan Pusat Statistik (BPS) melaporkan secara kuartalan atau dari kuartal I-2020 ke kuartal II-2020 ekonomi Indonesia terkontraksi -4,19% (QtQ).



Graha...

PDB Kuartal II/2020 Minus 5,32 Persen, Indonesia Masuk Jurang Resesi?

Ekonomi Senior... rumah tangga, yang merupakan komponen terbesar... 5,51 persen.



Feni Freycinetia Fitriani - Bisnis.com

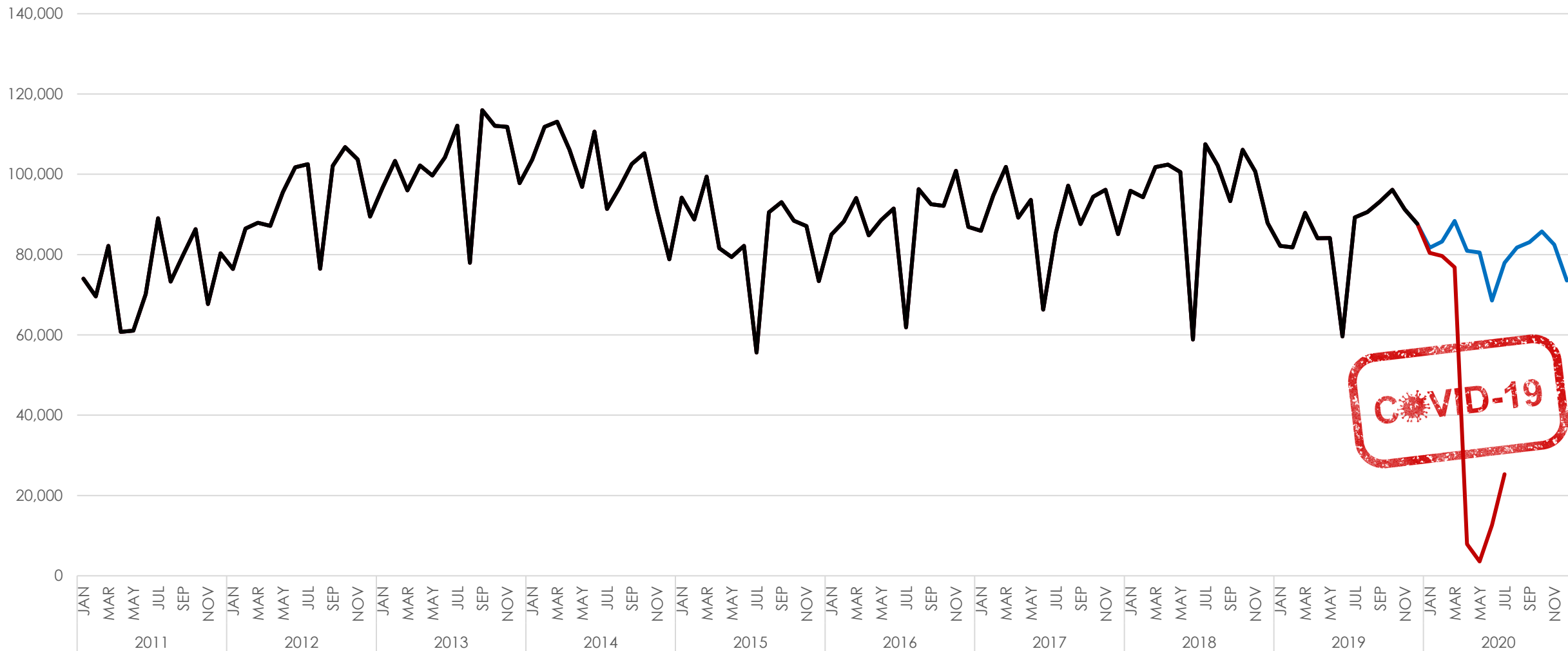
05 Agustus 2020 | 16:15 WIB



Pakar Ekonomi Faisal Basri memberikan paparan dalam diskusi bertajuk Roadmap Pengembangan Kendaraan Listrik di Indonesia, di kantor pusat PLN, Jakarta, Selasa (10/7/2018). - JIBI/Felix Jody Kinanwan



Car Sales Wholesale Data



Forecasting

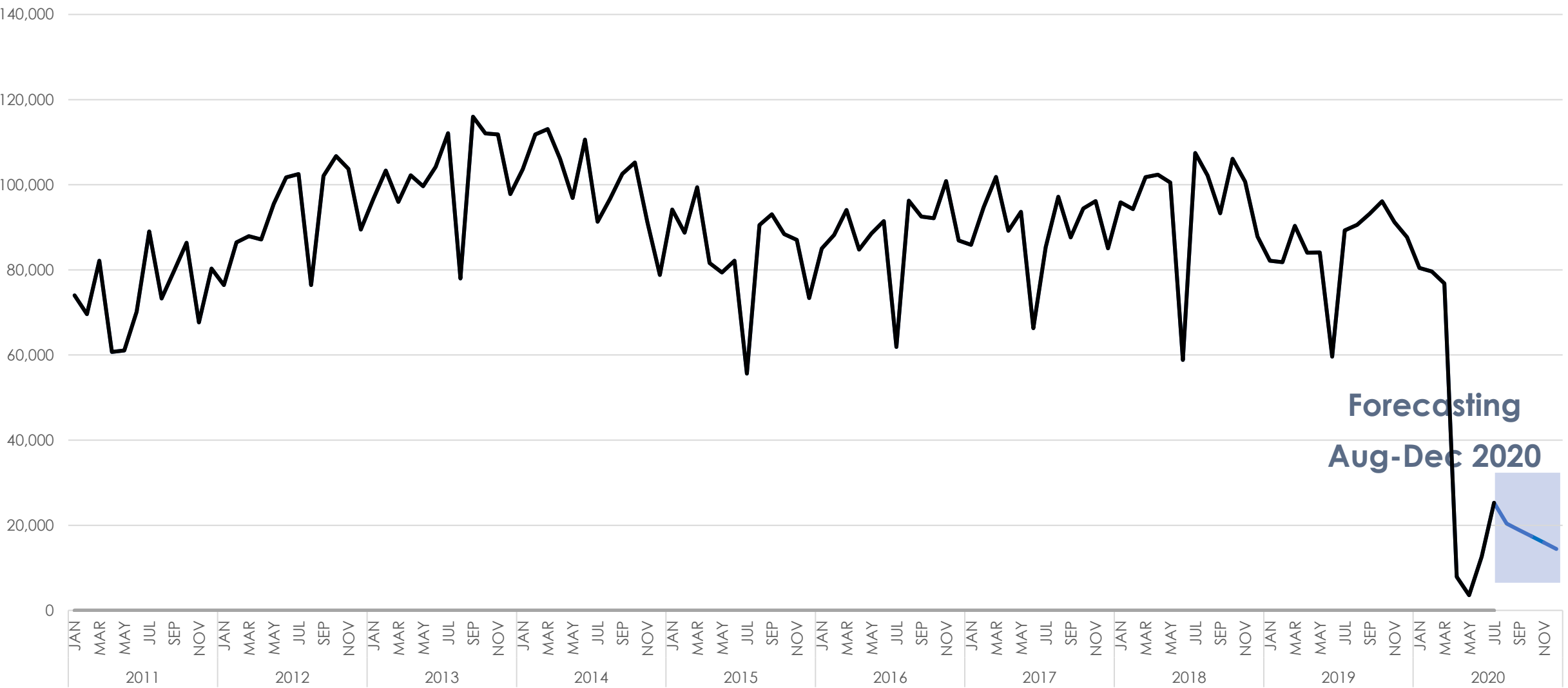


Covid-19





Car Sales Wholesale Data



Forecasting
Aug-Dec 2020



Recommendation

If in September or October the company will continue to launch its newest product, it can be done by digital or virtual product displays so that it can reach a wider audience and attract people to make purchases



The company reduces the amount of production so as not to overdo it until the situation starts to improve because it allows the purchase of cars to decline



Companies can forecast their products for a short period of time and see future trends in order to make the right decisions



THANK YOU