Sales Forecasting Analysis of Fuel Oil (BBM) Premium PT. Pertamina in Malang Region

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Abstract

PT. Pertamina (Persero) (formerly known as Mining Companies Oil and State Gas) is a state that is responsible for managing oil and gas mining in Indonesia and is the largest state-owned companies in Indonesia. To estimate the sales of fuel oil (BBM) premium in future periods, PT. Pertamina should be able to predict exactly how much premium gasoline sales. In this final report, Box-Jenkins ARIMA method is used to forecast the sales of fuel oil (BBM) premium in the future. The variables used are sales of fuel oil (BBM) in the monthly premium. From the results of the analysis, obtained premium gasoline sales forecasting model is ARIMA (1,1,1), ARIMA (1,1,0) and ARIMA (0,1,1).

Keywords : BBM Premium, Forecasting, ARIMA Box-Jenkins.