

ABSTRACT

To find out the factors which influence the profitability of publicly listed state gas distribution company PT Perusahaan Gas Negara (PGN)

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The economic crisis in Indonesia was caused companies bankruptcy. Most of the companies had the finance crisis. So, improving the profitability is a must in the company to defend and develop the business.

This research was conducted to find out the influence of the total consumer (X1), length of pipeline network (X2), investment cost (X3), sale price of the oil (X4) and the US\$ exchange rate (X5) in 1994 until 2003 time period by using the multiple linear regression model. And the result of the above F test is finding out that the total consumer, length of the pipeline network, investment cost, sale price of the oil and US\$ Exchange rate was stimulant affected to the profitability of publicly listed state gas distribution company PT Perusahaan Gas Negara (PGN). While the determinant of the coefficient R square is 59.3%, which is the most dominant is the 77.4% total consumer. The rest are 75% sale price oil, 60.5% the length of pipeline network, 20.1% investment cost and 12.8% US \$ exchange rate.

The t test was conducted to find out the influence of the total consumer, length of pipeline network and the sales price of the oil as partial influence is significant, while the investment cost and the US\$ exchange rate as partial influenced is not significant to the profitability of publicly listed gas distribution company PT Perusahaan Gas Negara (PGN).

Key Word:

The total consumer and the length of the pipeline network should be increased. And also, the sale price of the gas should be increased because of the increment of the oil sale price. But the investment which is in-direct connected to the sales increment should be reduced, and set the strict sanction to the late payment consumer.