

# New customer's development and increasing the sale of product

My country economy at this season keeps escaping from Odoba of business though holds a crude oil high so on unstable element that continues still, and recovering gradually and well.

In the IT industry, there is an influence such as competing intensification in narrowing investment field.

## [The main product and service at this season]

### ◆ From the product headquarters

In the image business, the new model turning on of the A3 high-speed, two sided color scanner that achieved a high-speed reading aimed at. wroom was established in United States, Europe, and Asia/Oceania.

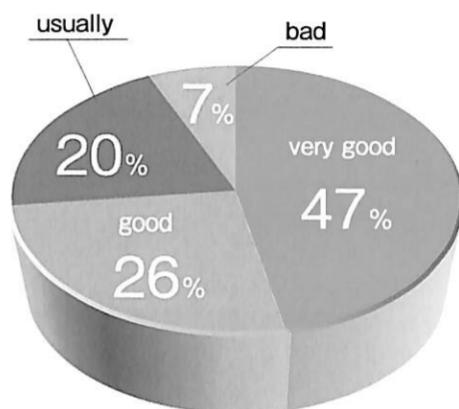
### ◆ Image business

#### 1) Scanner class

A3 high-speed, two sided color scanner "fi-5900C" that 100 high-n function to enable industry-leading was installed was announced in ScanSnap gotten popular because of an office and individual use.

#### 2) DLM solution scanner

The DLM solution that used received the rise of the concern to efficient management and internal management of the corporate private circumstances report in recent years and attracted attention. The function of software that the inspection of data is possible by the sense that turns over the file is strengthened, and easiness to use has been improved.



Satisfaction rating to new product

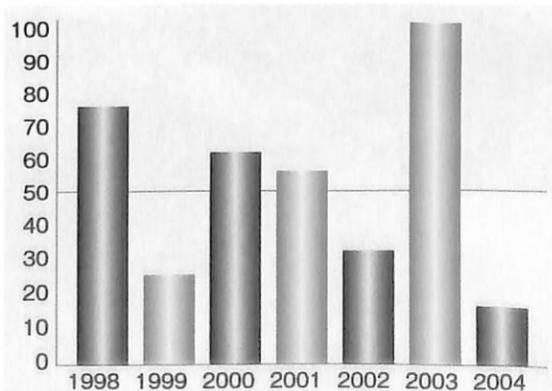
## [approach on business risk]

### ◆ In-house activity

The attestation intended for each office in Shinbashi, Kansai, and Tokai was acquired in environment ISO in February, 2006. In addition, it participates in the minus 6% that is a national movement of the global warming prevention, and "Culbiz" is done. The scandal of the enterprise has frequently generated is received, concern is sent to the system maintenance including the observance of the law in recent years.

### ◆ Enhancement of system of management

The committee that aimed at the decrease of a variety of business risks in an individual business talk was newly established. Moreover, the recognition of "Privacy mark" is received to manage customer and employee's individual information appropriately in 2001, and the activity based on the protection of individual information policy is continued. It is ..bAsia/Oceania in globalln addition, our technology, commodity power, and correspondence power were evaluating acquired.



Satisfaction rating to new product



**UNITED TRACTORS**

member of **ASTRA**

**PT UNITED TRACTORS Tbk DAN ENTITAS ANAK**

**PERNYATAAN DIREKSI  
TENTANG TANGGUNG JAWAB TERHADAP  
LAPORAN KEUANGAN  
KONSOLIDASIAN INTERIM  
PT UNITED TRACTORS Tbk  
DAN ENTITAS ANAK ("GRUP")  
TANGGAL 31 MARET 2024 DAN 31 DESEMBER 2023  
serta periode-periode tiga bulan  
yang berakhir 31 Maret 2024 dan 2023**

Kami yang bertanda tangan di bawah ini:

1. Nama : FXL Kesuma  
Alamat kantor : Jl. Raya Bekasi Km 22  
Cakung, Jakarta 13910  
Alamat rumah : Jl. Wijaya Kusuma 49  
Cilandak  
Jakarta Selatan  
No. Telepon : 021 – 24579999  
Jabatan : Presiden Direktur
2. Nama : Vilihati Surya  
Alamat kantor : Jl. Raya Bekasi Km 22  
Cakung, Jakarta 13910  
Alamat rumah : Jl. Janur Eloq VII QF-7/11A  
Kelapa Gading  
Jakarta Utara  
No. Telepon : 021 – 24579999  
Jabatan : Direktur

menyatakan bahwa:

1. Kami bertanggung jawab atas penyusunan dan penyajian laporan keuangan konsolidasian interim Grup;
2. Laporan keuangan konsolidasian interim Grup telah disusun dan disajikan sesuai dengan Standar Akuntansi Keuangan di Indonesia;
3. a. Semua informasi dalam laporan keuangan konsolidasian interim Grup telah dimuat secara lengkap dan benar;  
b. Laporan keuangan konsolidasian interim Grup tidak mengandung informasi atau fakta material yang tidak benar, dan tidak menghilangkan informasi atau fakta material;
4. Kami bertanggung jawab atas sistem pengendalian internal dalam Grup.

Demikian pernyataan ini dibuat dengan sebenarnya.

**PT UNITED TRACTORS Tbk AND SUBSIDIARIES**

**BOARD OF DIRECTORS' STATEMENT  
REGARDING THE RESPONSIBILITY FOR  
THE INTERIM CONSOLIDATED  
FINANCIAL STATEMENTS  
OF PT UNITED TRACTORS Tbk  
AND SUBSIDIARIES (THE "GROUP")  
AS AT 31 MARCH 2024 AND 31 DECEMBER 2023  
AND FOR THE THREE-MONTH PERIODS  
ENDED 31 MARCH 2024 AND 2023**

We, the undersigned:

1. Name : FXL Kesuma  
Office address : Jl. Raya Bekasi Km 22  
Cakung, Jakarta 13910  
Residential address : Jl. Wijaya Kusuma 49  
Cilandak  
Jakarta Selatan  
Telephone No. : 021 – 24579999  
Title : President Director
2. Name : Vilihati Surya  
Office address : Jl. Raya Bekasi Km 22  
Cakung, Jakarta 13910  
Residential address : Jl. Janur Eloq VII QF-7/11A  
Kelapa Gading  
Jakarta Utara  
Telephone No. : 021 – 24579999  
Title : Director

declare that:

1. We are responsible for the preparation and presentation of the Group's interim consolidated financial statements;
2. The Group's interim consolidated financial statements have been prepared and presented in accordance with the Indonesian Financial Accounting Standards;
3. a. All information in the Group's interim consolidated financial statements has been disclosed in a complete and truthful manner;  
b. The Group's interim consolidated financial statements do not contain any incorrect information or material fact, nor do they omit information or material fact;
4. We are responsible for Group's internal control system.

Thus this statement is made truthfully.

Atas nama dan mewakili Direksi/For and on behalf of the Board of Directors

JAKARTA

29 April 2024

**FXL Kesuma**  
Presiden Direktur/President Director

**Vilihati Surya**  
Direktur/Director

**Moving as one**

**PT UNITED TRACTORS Tbk**  
**DAN ENTITAS ANAK/AND SUBSIDIARIES**

**Lampiran 1/1 Schedule**

**LAPORAN POSISI KEUANGAN  
KONSOLIDASIAN INTERIM  
31 MARET 2024 DAN 31 DESEMBER 2023**  
(Dinyatakan dalam jutaan Rupiah,  
kecuali dinyatakan lain)

**INTERIM CONSOLIDATED  
STATEMENTS OF FINANCIAL POSITION  
31 MARCH 2024 AND 31 DECEMBER 2023**  
(Expressed in millions of Rupiah,  
unless otherwise stated)

	<u>31/03/2024</u>	<u>Catatan/ Notes</u>	<u>31/12/2023</u>	
<b>Aset</b>				
<b>Aset lancar</b>				
Kas dan setara kas	22,246,140	3	18,596,609	<b>Current assets</b>
Piutang usaha				<i>Cash and cash equivalents</i>
- Pihak ketiga	18,435,677	4	18,953,089	<i>Trade receivables</i>
- Pihak berelasi	981,633	4,35c	1,321,493	<i>Third parties -</i>
Piutang non-usaha				<i>Related parties -</i>
- Pihak ketiga	773,229	35c	833,144	<i>Non-trade receivables</i>
- Pihak berelasi	1,342,150	6	1,207,575	<i>Third parties -</i>
Persediaan	17,220,278		17,184,208	<i>Related parties -</i>
Proyek dalam pelaksanaan				<i>Inventories</i>
- Pihak ketiga	114,648		111,259	<i>Project under construction</i>
Pajak dibayar dimuka				<i>Third parties -</i>
- Pajak penghasilan badan	1,100,303	16a	910,334	<i>Prepaid taxes</i>
- Pajak lain-lain	1,589,010	16a	2,196,826	<i>Corporate income taxes -</i>
Uang muka dan biaya dibayar dimuka	1,247,514	7	1,103,109	<i>Other taxes -</i>
Aset lancar lain-lain	<u>256,470</u>		<u>249,459</u>	<i>Advances and prepayments</i>
	<u>65,307,052</u>		<u>62,667,105</u>	<i>Other current assets</i>
<b>Aset tidak lancar</b>				
Kas dan deposito berjangka yang dibatasi penggunaannya	621,233	3	561,219	<b>Non-current assets</b>
Piutang usaha				<i>Restricted cash and time deposits</i>
- Pihak ketiga	351,299	4	107,565	<i>Trade receivables</i>
- Pihak berelasi	15,841	4,35c	16,514	<i>Third parties -</i>
Piutang non-usaha				<i>Related parties -</i>
- Pihak ketiga	306,151	35c	311,702	<i>Non-trade receivables</i>
- Pihak berelasi	3,505,595	6	2,867,712	<i>Third parties -</i>
Persediaan	86,947		82,497	<i>Related parties -</i>
Pajak dibayar dimuka				<i>Inventories</i>
- Pajak penghasilan badan	23,164	16a	75,699	<i>Prepaid taxes</i>
- Pajak lain-lain	2,098,755	16a	1,731,673	<i>Corporate income tax -</i>
Uang muka dan biaya dibayar dimuka	389,139	7	1,298,672	<i>Other taxes -</i>
Investasi pada entitas asosiasi dan ventura bersama	17,551,248	8	14,853,244	<i>Advances and prepayments</i>
Investasi jangka panjang	1,268,213	8	1,243,018	<i>Investments in associates and joint ventures</i>
Aset tetap	37,512,715	9	36,001,559	<i>Long-term investments</i>
Properti pertambangan	17,698,024	10a	17,845,848	<i>Fixed assets</i>
Properti investasi	228,097	11	228,097	<i>Mining properties</i>
Beban eksplorasi dan pengembangan tangguhan	2,513,388	10b	2,374,321	<i>Deferred exploration and development expenditures</i>
Aset tambang berproduksi	4,496,914	10c	4,488,727	<i>Production mining assets</i>
Beban tangguhan	1,413,176		1,448,506	<i>Deferred charges</i>
Aset pajak tangguhan	3,697,201	16d	3,537,279	<i>Deferred tax assets</i>
Goodwill	<u>2,342,623</u>	<u>12</u>	<u>2,287,291</u>	<i>Goodwill</i>
	<u>96,119,723</u>		<u>91,361,143</u>	
<b>Jumlah aset</b>	<u>161,426,775</u>		<u>154,028,248</u>	<b>Total assets</b>

Catatan atas laporan keuangan konsolidasian merupakan bagian yang tidak terpisahkan dari laporan keuangan konsolidasian.

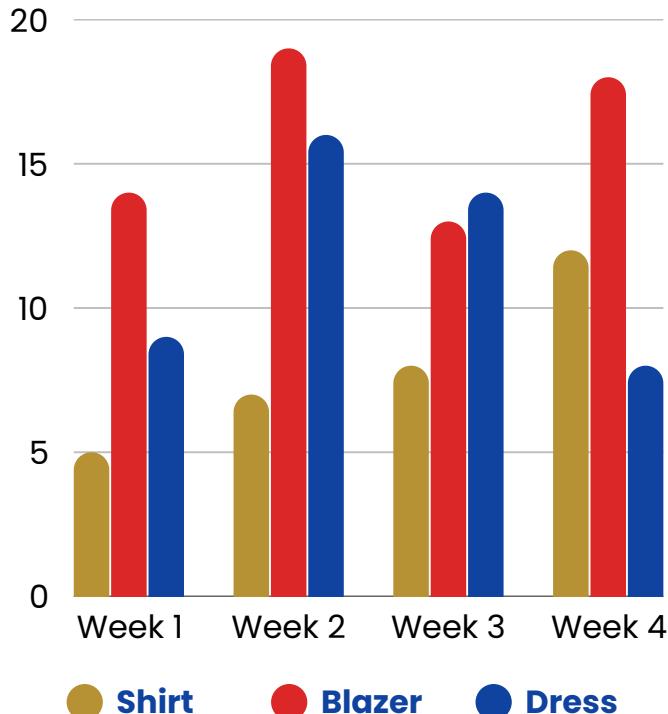
*The accompanying notes form an integral part of these consolidated financial statements.*

# SALES STATISTICS

LARANA, INC. | 2024

This section provides an overview of key sales metrics for the current period. Data is compiled from all available sources to give a comprehensive view of performance and trends.

## THIS MONTH'S MOST SOLD PRODUCT.



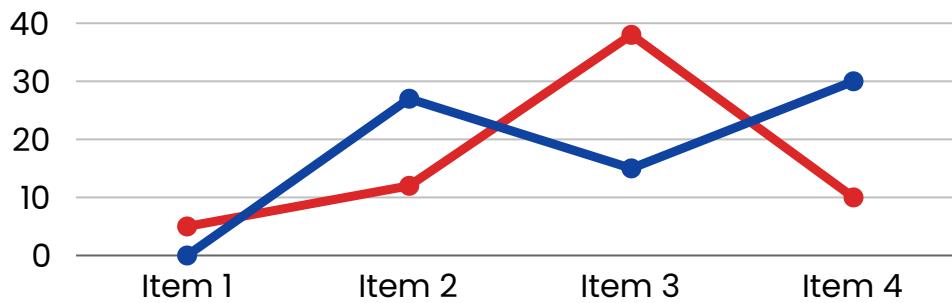
Detailed breakdown of the best-selling items this month. Analyze performance by week to identify patterns and popular product categories.

## SALES STATISTICS

Summary statistics highlighting the performance of individual product categories. Percentages represent key performance indicators relative to targets or previous periods.



## THIS MONTH'S SALES STATISTICS



Visual representation of sales trends over the month. Compare different items or categories to see how performance fluctuates across the weeks.

## Sheet1

0	First Name	Last Name	Gender	Country	Age	Date	Id
1	Dulce	Abril	Female	United States	32	15/10/2017	1562
2	Mara	Hashimoto	Female	Great Britain	25	16/08/2016	1582
3	Philip	Gent	Male	France	36	21/05/2015	2587
4	Kathleen	Hanner	Female	United States	25	15/10/2017	3549
5	Nereida	Magwood	Female	United States	58	16/08/2016	2468
6	Gaston	Brumm	Male	United States	24	21/05/2015	2554
7	Etta	Hurn	Female	Great Britain	56	15/10/2017	3598
8	Earlean	Melgar	Female	United States	27	16/08/2016	2456
9	Vincenza	Weiland	Female	United States	40	21/05/2015	6548
10	Fallon	Winward	Female	Great Britain	28	16/08/2016	5486
11	Arcelia	Bouska	Female	Great Britain	39	21/05/2015	1258
12	Franklyn	Unknow	Male	France	38	15/10/2017	2579
13	Sherron	Ascencio	Female	Great Britain	32	16/08/2016	3256
14	Marcel	Zabriskie	Male	Great Britain	26	21/05/2015	2587
15	Kina	Hazelton	Female	Great Britain	31	16/08/2016	3259
16	Shavonne	Pia	Female	France	24	21/05/2015	1546
17	Shavon	Benito	Female	France	39	15/10/2017	3579
18	Lauralee	Perrine	Female	Great Britain	28	16/08/2016	6597
19	Loreta	Curren	Female	France	26	21/05/2015	9654
20	Teresa	Strawn	Female	France	46	21/05/2015	3569
21	Belinda	Partain	Female	United States	37	15/10/2017	2564
22	Holly	Eudy	Female	United States	52	16/08/2016	8561
23	Many	Cuccia	Female	Great Britain	46	21/05/2015	5489
24	Libbie	Dalby	Female	France	42	21/05/2015	5489
25	Lester	Prothro	Male	France	21	15/10/2017	6574
26	Marvel	Hail	Female	Great Britain	28	16/08/2016	5555
27	Angelyn	Vong	Female	United States	29	21/05/2015	6125
28	Francesca	Beaudreau	Female	France	23	15/10/2017	5412
29	Garth	Gangi	Male	United States	41	16/08/2016	3256
30	Carla	Trumbull	Female	Great Britain	28	21/05/2015	3264
31	Veta	Muntz	Female	Great Britain	37	15/10/2017	4569
32	Stasia	Becker	Female	Great Britain	34	16/08/2016	7521
33	Jona	Grindle	Female	Great Britain	26	21/05/2015	6458
34	Judie	Claywell	Female	France	35	16/08/2016	7569
35	Dewitt	Borger	Male	United States	36	21/05/2015	8514
36	Nena	Hacker	Female	United States	29	15/10/2017	8563
37	Kelsie	Wachtel	Female	France	27	16/08/2016	8642
38	Sau	Pfau	Female	United States	25	21/05/2015	9536
39	Shanice	Mccrystal	Female	United States	36	21/05/2015	2567
40	Chase	Karner	Male	United States	37	15/10/2017	2154
41	Tommie	Underdahl	Male	United States	26	16/08/2016	3265
42	Dorcas	Darity	Female	United States	37	21/05/2015	8765
43	Angel	Sanor	Male	France	24	15/10/2017	3259
44	Willodean	Harn	Female	United States	39	16/08/2016	3567
45	Weston	Martina	Male	United States	26	21/05/2015	6540
46	Roma	Lafollette	Female	United States	34	15/10/2017	2654
47	Felisa	Cail	Female	United States	28	16/08/2016	6525
48	Demetria	Abbey	Female	United States	32	21/05/2015	3265
49	Jeromy	Danz	Male	United States	39	15/10/2017	3265
50	Rasheeda	Alkire	Female	United States	29	16/08/2016	6125