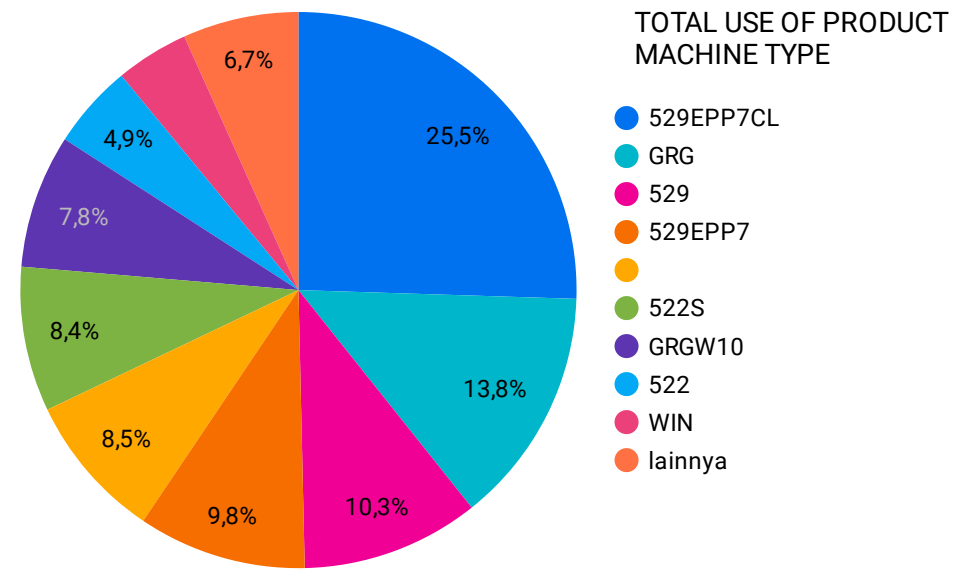
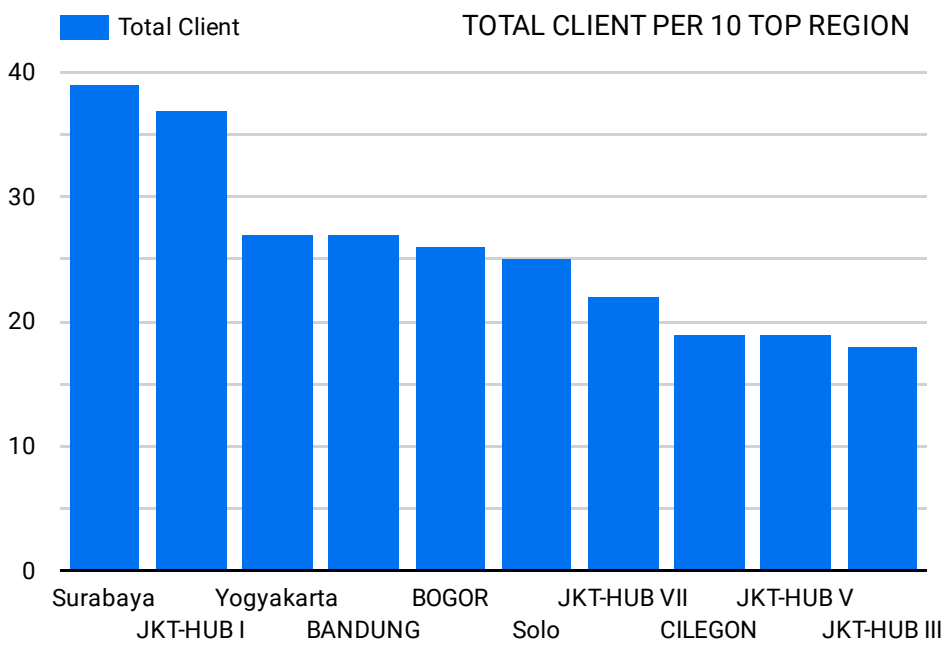


# BUSINESS INSIGHT



1. The dominant client comes from the western part of Indonesia (Jabodetabek and Java Island). In the future, the intensity of the company's product publication / marketing / branding activities needs to be increased again so that it dominates the market throughout Indonesia.

2. The type of product machine used by the client is dominated by the type "529EPP7CL", "GRG" and "529". It is hoped that the provision of stock for these types of products is always available and gets extra attention, especially in terms of product maintenance.

3. Total clients from year to year are fluctuating and need further review in the period 2011-2012 and 2018-2019 (whether the decline in clients is based on continuous product damage or marketing techniques dominated by competitors resulting in a decrease in clients during that period)

