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Analysis of the Implementation of PSAK 01 regarding the Presentation of Financial Reports at the Sherlina Oriflame Agent Marpoyan Pekanbaru

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ABSTRACT

This research is a qualitative descriptive study carried out at the Sherlina Oriflame Marpoyan agent in Pekanbaru. The aim of this research is to determine the presentation of the Sherlina Oriflame Marpoyan agent's financial statements and to determine whether the presentation of the Sherlina Oriflame Marpoyan agent's financial statements is in accordance with generally accepted accounting principles, especially PSAK. 01. The data collection methods used are interviews and documentation. In this research, we use documentation techniques on the financial statements of the Sherlina Oriflame Marpoyan agent to observe how the systematic presentation of the elements of the financial statements is in accordance with PSAK No. 01. The data analysis method used is: 1) In analyzing the data, the information that has been collected is analyzed using the comparative descriptive method, namely comparing the data that has been collected with relevant theories and then drawing a conclusion. 2) Descriptive research is a research method that aims to describe existing phenomena that are taking place now or in the past. 3) Descriptive research analysis is a form of research data analysis to test the generalization of research results based on one sample carried out by descriptive hypothesis testing. 4) Comparative analysis is a form of variable (data) analysis to determine the differences between two or more groups of data (variables). Based on the research results, it can be concluded that the financial statements of the Sherlina Oriflame agent Marpoyan Pekanbaru are not in accordance with PSAK No. 01, due to: caused by internal factors. Internal factors because the management believes that the financial reports that have been prepared so far can meet the annual reporting requirements, in other words, Sherlina members lack knowledge regarding PSAK No.01.

Keywords: Presentation of Financial Reports, Application of PSAK, Qualitative Descriptive

INTRODUCTION

The cosmetics industry has a variety of products that are designed to offer and suit consumer needs. The ingredients used in making cosmetics are also an important factor in providing safety to consumers who use these cosmetic products. There are 2 types of cosmetics in the cosmetics industry, namely natural cosmetics and chemical cosmetics. There are several differences between cosmetics made from natural and chemical ingredients.

Here are some differences between cosmetics made from chemical ingredients and those made from natural ingredients. Cosmetic products made from chemicals have a longer lifespan than those made from natural ingredients because products made from chemicals use preservatives in large enough doses so that the product can have a long expiration date, while products made from natural ingredients use preservatives but in small quantities because these ingredients use herbal ingredients so products made from natural ingredients have a short expiration date (Dian, 2018).

In Pekanbaru there are still shops that sell cosmetics using dangerous raw materials such as active mercury which can damage the skin and do not have a permit to sell them and give the product an organic label. This makes us as consumers have to be more vigilant in choosing cosmetic products made from natural ingredients and not just buy these products. The object that this researcher will use is Oriflame. Oriflame is an international beauty company that originated in Sweden in 1967 by two brothers, Jonas and Robert af Jochnick and their friends (Oriflame, 2015). Oriflame has a direct sales system operating in more than 60 countries throughout the world. Jonas and Robert af Jochnick distribute their new and innovative products by selling the products they produce to customers.

Financial reports as a source of information must be understood by their users, especially those interested in running a detailed bookkeeping system in their business. The Indonesian Accounting Association (2012 in Marshallino, 2015: 75) states that financial reports are a structured presentation of the financial position and financial performance of an entity (Hutauruk, 2022). Financial reports also show the results of management's responsibility for the use of the resources entrusted to them.

Financial Reports are a summary of the accounting process (Hutauruk, 2020a) for the relevant financial year which is used as a tool to communicate between financial data or activities of a company and parties who have an interest in the company's data or activities. In general, financial reports (Hutauruk, 2020b) consist of a balance sheet and profit and loss calculations, where the balance sheet describes the amount of assets, debt and capital of a company on a certain date, while the profit and loss statement shows the results achieved by the company as well as costs (Lara, 2021) which occurred during a certain period. Apart from that, financial reports (Decerly, 2020) also often include other reports which are helpful in obtaining further information (Kuswandi, 2017).

Well-presented financial reports, namely reports that are understandable, relevant, reliable and comparable, will be useful in decision making for external and internal parties of the company. The decisions taken can affect the company's performance and image in the future. Therefore, the presentation of financial reports, whether good or not, greatly influences the company's operational continuity (Purnama et al., 2023). In processing accurate financial data, good and appropriate Financial Accounting Standards are needed (Wuwungati, 2015).

Financial reports can have a positive impact on the development of medium-sized businesses. Through Financial Reports, business owners can obtain systematic data and information (Hutauruk, 2021) about their business so that it helps in decision making. In financial reports, problems that occur in a business can be clearly identified so that it is very helpful to carry out controls (Lara, 2019) on problems that arise. Many small businesses in Indonesia have not used or implemented good and correct financial management according to their form of business for various reasons. Apart from the reason regarding accounting knowledge (Lam, 2020) itself, this is also because business owners are not used to using accounting in managing their finances (Suliawati, 2011).

According to observations made in Pekanbaru City, especially in the Marpoyan area itself, there are still many businesses that have not prepared financial reports in accordance with standards, on average the financial reports prepared are still very simple, even though by preparing financial reports entrepreneurs can find out about proper financial management. Good. Financial reports not only aim to provide information related to financial income and expenditure, but financial reports also aim to determine the company's performance during the current year and as material for evaluating the company if it experiences losses.

Good financial reports are financial reports that comply with the standards used. Financial Accounting Standards for Micro, Small and Medium Entities (SAK EMKM), this standard consists of three components, namely the financial position report, profit and loss report (Decerly, 2021), and notes to the financial statements. This standard makes it easier for entities to prepare financial reports. (ED SAK EMKM, 2018).

In preparing financial reports, accounting is faced with the possibility of danger of storage, not being timely, less useful. For this reason, the accounting profession has adopted a set of general standards and procedures called General Accepted Accounting Principles (GAAP). In Indonesia, GAAP in the form of these statements is modified in Financial Accounting Standards (SAK), these standards contain a collection of Financial Accounting Standard Statements (PSAK). Accounting standards are the basic guidelines for preparing financial reports that must be referred to by companies (Dwi Martani et al., 2012:26).

Guidelines for presenting financial reports are regulated in PSAK I which has the general aim of providing information regarding the financial position, financial performance and cash flow of an entity that is useful for the majority of users of financial reports in creating an Oriflame sales ledger for one of the Oriflame members in Marpoyas.

In accounting, it is known that there are standards that must be adhered to when preparing financial reports. This standard is needed because of the large number of users of financial reports. If there are no standards, companies can simply present their financial reports according to their own wishes. This will of course be a problem for users because it will make it difficult to understand existing financial reports. Statement of Financial Accounting Standards (PSAK) is a guide to accounting procedures that contain the treatment, recording, preparation and presentation of financial reports. As a guideline, the Statement of Financial Accounting Standards (PSAK) is not an absolute requirement for every company in preparing financial reports. However, at least we can ensure that the placement of elements or elements of economic data must be placed in the right position so that all economic data can be presented well, so that it can make it easier for interested

parties to interpret and evaluate a financial report in order to make sound economic decisions, good for each party.

PSAK No. 1 sets out all the requirements useful for presenting financial statements for general purposes, outlines guidelines for their structure, and underlies the minimum requirements for their content and disclosure. Objectives of PSAK No. 1 is to ensure that information can be compared with presenting the entity's financial statements for previous periods and with presenting other financial reports.

PSAK No. 1 establishes general characteristics for the presentation of financial statements. In particular, PSAK No. 1 discusses aspects of fair presentation and compliance with accounting standards, business continuity (going concern), accounting accrual basis, materiality, aggregation and offset, reporting frequency, comparative information and consistency of presentation. According to PSAK No.1, a complete financial report consists of a financial position report, a comprehensive profit and loss report (Hia, 2023), a statement of changes in equity, a cash flow statement, notes to the financial statements, and a financial report at the beginning of the period. Financial reports are useful in decision making to guarantee users of financial reports that the reports have been prepared in accordance with PSAK No. 1. Users of financial reports include investors, employees, lenders, suppliers and other business creditors, customers, government and society.

There is a phenomenon that the financial reports prepared by Oilane members are not fully based on accounting standards and principles in preparing their financial reports. If the financial reports prepared are not based on applicable standards and principles, their level of reliability and relevance will be questioned and will be misleading to users. Almost all companies definitely apply PSAK to their financial reports, so that financial reports are clear and detailed, and there are no misleading reports. However, some companies still do not implement PSAK, making financial reports irregularly and not in accordance with applicable standards.

Several studies on financial statement analysis have been conducted previously. Marshall no Jordy Wantah (2015) conducted research on Analysis of the Implementation of PSAK No.1 concerning the presentation of Financial Reports at Perum Bulog Drive North Sulawesi and Gorontalo. The results of the research show that: The preparation of financial position reports and profit and loss statements by Perum Bulog is not fully in accordance with PSAK No. 1 and the Perum Bulog financial report only presents two financial reports, namely the financial position report and the profit and loss position report which are presented every month and at the end of the year. Siti Hawa and Siti Khairani (2012) in their research entitled Analysis of the Implementation of PSAK No. 1 Regarding the Presentation of PT Financial Reports. Social Security (Persero). The results of the research show that PT. Jamsostek has presented financial reports in accordance with accounting standards, but not fully in accordance with PSAK No. 1 (revised 2009). PT financial report. Jamsostek includes a financial position report, comprehensive income statement, and cash flow statement. Analyzing the application of PSAK 1, The next previous researcher who can support this research is Rahmat Yasin Harahap (2018), with the research title Analysis of the Application of PSAK 1 in the Presentation of Financial Reports (Case Study at PT. Kawasan Industri Medan (Persero) North Sumatra has been able to implement PSAK 1 in the presentation of financial reports in the form of statements of financial position, statements of profit and loss and other comprehensive income. Although there are still slight differences between the presentation formats of financial reports (financial reports in the form of statements of financial position, statements of profit and loss and other comprehensive income) of PT. Kawasan Industri (Persero) North Sumatra with the presentation format as illustrated in PSAK 1. However, this does not reduce the relevance of the financial statements presented by this entity.

LITERATURE REVIEW

Understanding Analysis

According to the Big Indonesian Dictionary, analysis is an investigation of an event (an essay, an action) to find out the actual situation (the causes, the situation of the matter) regarding a subject in its various parts and the study of the part itself and the relationship between the parts to obtain a clear meaning, accuracy and overall understanding (Big Indonesian Dictionary, 2010: 58).

According to Iqbal Hasan, (2010:29) what is meant by analysis are:

- 1) Comparing two things or two variable values to find out the difference or ratio and then drawing conclusions.
- 2) Breaking down or solving a whole into smaller parts or components.
- 3) Estimating and determining the magnitude of the quantitative influence of changes in other events (Iqbal Hasan, 2010: 29).

According to Subramanyam (2014:4) financial statement analysis (Financial Statement Analysis) is the application of analytical tools and techniques to general purpose financial reports and related data to produce estimates and conclusions that are useful in business analysis. Financial report analysis does not reduce reliance on hunches, guesses and intuition in decision making, and reduces the uncertainty of business analysis.

Understanding Accounting

Before analyzing financial reports, we must first know about accounting. Accounting is an information system that identifies, records and communicates economic events from an organization to interested parties (Winwin Yadianti et al., 2010: 6). In order to produce economic information, a company needs to create a method of recording, classifying, analyzing and controlling transactions as well as reporting the results. Thus accounting activities include:

- 1) Identify and measure relevant data for making decisions.
- 2) Data processing and then reporting the resulting information
- 3) Communicating information to users

Accounting is an information system that measures business activities, which then processes this information in the form of financial reports and communicates it to decision makers (Imam Santoso, 2010: 1). Accounting is often called the "language of business" because accounting is an information system that provides reports for interested parties regarding economic activities and the condition of a company. Accounting can be defined as the process of recording, measuring and conveying economic information so that it can be used as a basis for decision and policy making. This information is presented in the form of an accounting report or better known as a financial report. The American Institute of Certified Public Accounting (AICPA) in Sofyan Syafriz Harahap (2005:4) defines accounting as "Accounting is the art of recording, classifying and summarizing in a certain way and in monetary measures, transactions and events generally of a financial nature and including interpreting their results". Abdul Halim (2002:6) provides a definition of accounting which is translated. "Accounting is a service activity. Its function is to provide quantitative information, especially of a financial nature, about economic units that can be useful in making economic decisions in determining logical choices among various alternative actions."

According to Langenderfer in Mardiasmo (2002: 160) defines accounting in the sense that accounting is a communication system for providing economic and social information about an entity that can be defined so as to enable users to make considerations and decisions regarding the optimal allocation of resources and the level of achievement of organizational goals.

Financial statements

The definition of a financial report is a structured presentation of the financial position, financial performance (Ndaru, 2023), and cash flow of an entity. Elements that are directly related to measuring financial position and assets, liabilities and equity, while elements that are related to measuring performance in the profit and loss report are income and expenses (Raja Andi Satriawaa Surya, 2016: 16).

Financial reports are a structured presentation of the financial position and financial performance of an entity. The purpose of financial reports is to provide information about the financial position, financial performance and cash flow of an entity that is useful for the majority of report users in making economic decisions. Financial reports also show the results of management's accountability for the use of resources entrusted to them (IAI, PSAK No. 1, Revised 2009).

Financial reports are periodic reports prepared according to generally accepted accounting principles regarding the financial status of individuals, associations or business organizations consisting of balance sheets, profit and loss statements, reports of changes in owner's equity. (Veitzial Rivai and Arviyan Arifin, 2010: 876).

Financial performance of a sharia entity. The purpose of general purpose financial reports is to provide information about the financial position, performance and cash flow of sharia entities that is useful for the majority of report users in order to make economic decisions and demonstrate management's responsibility (stewardship) for the use of resources entrusted to them. they. (IAI, PSAK No. 101, 2007).

Purpose of Financial Reports

In the process of producing information needed by interested parties, accounting must go through several process stages. This process starts from collecting transaction documents, classifying the type of transaction, analyzing it, summarizing it in notes to reporting it in the form of the required financial report. Accounting is the activity of collecting, analyzing, making everything into numbers, clarifying, recording,

summarizing and reporting the activities/transactions of a business entity in the form of financial information (Rusdianto, 2010: 10).

KDPLK (*Kerangka Dasar Penyajian Laporan Keuangan / Basic Framework for Preparing and Presenting Financial Reports*) states that the purpose of financial reports is to provide information regarding the financial position, performance and changes in financial position of a company which is useful for a large number of users in making economic decisions. Therefore, according to KDPLK, the main purpose of financial reports is to provide information that is useful in decision making by many users (Esa Tri Wahyuni, 2012: 11).

According to Sofyan Syafri Harahap, (2010:18-19) the purpose of financial reports is to evaluate management achievements and predict the condition of the company, namely:

- 1) Screening, to find out the situation and condition of the company from financial reports without going directly to the field.
- 2) Understanding, to understand the company, its financial condition and business results.
- 3) Forecasting, to predict the company's financial condition in the future.
- 4) Diagnosis, to see the possibility of problems occurring in management, operations, finance or problems within the company.
- 5) Evaluation, to assess management's achievements in company management. (Sofyan Syafri Harahap, 2010: 18-19).

Meanwhile, the purpose of financial reports according to PSAK 1 is: to provide information about the financial position, performance and cash flow of an entity which is useful for various report users in making economic decisions (Esa Tri Wahyuni, 2012: 119-120).

Characteristics of Financial Reports

Financial reports are something that cannot be separated from accounting. Financial reports are very important to describe the condition of the company. The characteristics of financial reports that must be considered when preparing financial reports are as follows:

- 1) Easy to understand (Understandability)

This means that an important quality contained in financial reports is that they are easy for users to understand. For this purpose, users are assumed to have adequate knowledge of economic and business activities, accounting, and a willingness to learn with reasonable diligence.

- 2) Relevant (Relevance)

A financial report is said to be relevant if the information presented in the financial report is useful, in accordance with the actions to be taken by users of the financial report. Or in other words, relevance is the ability of information to influence the decisions of managers or other users of financial reports so that the existence of the information is able to change or support their expectations about the results or consequences of the actions taken.

Financial Report Users

Users of financial reports according to Harahap (2015) are as follows:

- a) Company owner

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For company owners, financial reports are intended to assess the achievements or results obtained by management, find out the dividends that will be received, assess the company's financial position and growth, know the value of shares and profits per share, as a basis for predicting the company's condition in the future, as a basis for considering increasing or reducing investments.

- b) Company Management

For company management, this financial report is used as a tool to account for management to the owner, measure the level of costs for each operating activity of a particular company, division, section or segment, measure the level of efficiency and level of profit for the company, division, section or segment, assess work results. Individuals who are given duties and responsibilities are taken into consideration in determining whether new policies need to be taken, fulfilling the provisions of the Law, Articles of Association regulations (Napitupulu et al., 2021), capital markets and other regulatory institutions.

- c) Investors

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For investors, financial reports are intended to assess the company's financial condition and business results, assess the possibility of investing funds in the company, assess the possibility of divesting (attracting investment) from the company, and become the basis for predicting the company's condition in the future.

d) Creditors or Bankers

For creditors, bankers, or suppliers, financial reports are used to assess the financial condition and business results of the company both in the short and long term, assess the quality of credit/investment collateral to support the credit that will be given, see and predict the profit prospects that may be obtained from the company, assess the company's rate of return, assess the company's liquidity, solvency and profitability capabilities as a basis for considering credit decisions, assess the extent to which the company follows the agreed credit agreement.

e) Government and Regulators

For the government or regulator, financial reports are intended to:

- 1) Calculate and determine the amount of tax that must be paid (Sugita, 2023).
- 2) As a basis for determining new policies.
- 3) Assess whether the company needs assistance or other action.
- 4) Assess the company's compliance with established rules.
- 5) For other government institutions, it can be used as material for compiling data and statistics.

6) Analytics, Academia, Business Data Center

For analysts, academics and also business data collection institutions such as PDBL, Moody's, Brinstreet, Standard & Poor, Pefindo, financial reports (Anton et al., 2023) are important as material or primary sources of information that will be processed to produce useful information for analysis, science, and information commodities.

Cash Flow Statement

Is a report that shows all aspects related to company activities, both directly and indirectly affecting cash. The cash flow statement consists of cash inflows and cash outflows during a certain period.

Statement of Changes in Equity

Is a report that contains the amount and type of capital currently owned. Then this report also explains changes in capital and the causes of changes in capital in a company.

The capital changes report shows changes in capital from the beginning of the accounting period (Purnama, 2023) to the capital balance at the end of the year after adding current year profits and deducting profit distributions such as private companies and dividends in limited liability companies (Samryn, 2014: 31).

The statement of changes in equity (statement of owners equity exchange) describes changes in equity from the beginning to the end of the period (Primata Sunit, 2014:31).

Notes to Financial Reports

Namely a report that provides information if it is a financial report that requires certain explanations.

Financial Report Components PSAK No. 1 and PSAK No. 101

Financial Report Components PSAK No. 1 Complete financial reports in PSAK No.1 consist of:

- a. Statement of financial position (balance sheet at the end of the period)
- b. Comprehensive income statement for the period
- c. Report on changes in equity during the period
- d. Cash flow statement for the period
- e. Notes to financial statements contain summary information on important accounting policies and other explanatory information.
- f. The statement of financial position at the beginning of the comparative period is presented when the entity applies an accounting policy retrospectively or makes a restatement of financial statement items or when the entity reclassifies items in its financial statements.

The entity presents all components of the financial report complete with priority and the entity's management is responsible for the preparation and presentation of the financial report.

a. Financial Position Report at the End of the Period

Information presented in the statement of financial position. The statement of financial position includes at a minimum a presentation of the following items:

- a) cash and cash equivalents
- b) trade receivables and other receivables
- c) inventory
- d) investment using the equity method
- e) financial assets
- f) total assets classified as assets held for sale and assets included in the disposal group classified as held for sale in accordance with PSAK 58: Non-Current Assets Held for Sale and Discontinued Operations.
- g) investment property
- h) fixed assets
- i) intangible assets
- j) business debts and other debts
- k) financial liabilities
- l) liabilities and assets for current tax as defined in PSAK 46: Income Tax
- m) deferred tax liabilities and assets, as defined in PSAK 46
- n) liabilities included in the disposal group classified as held for sale in accordance with PSAK 58
- o) provisions
- p) non-controlling interests, presented as part of equity
- q) share capital and reserves attributable to the owners of the parent entity.

b. Statement of Profit and Loss and Other Comprehensive Income During the Period

The statement of comprehensive income presents, in addition to the profit or loss and other comprehensive income sections:

- (a) profit and loss
- (b) total other comprehensive income
- (c) comprehensive income for the current period, namely total profit or loss and other comprehensive income.

c. Statement of Changes in Equity During the Period

Sharia entities present a report on changes in equity as required by paragraph 10. The report on changes in equity contains the following information:

- a) total comprehensive income for a period, showing separately the total amounts attributable to owners of the parent entity and to non-controlling interests
- b) for each component of equity, the impact of retrospective application or retrospective restatement is recognized in accordance with PSAK 25: Accounting Policies, Changes in Accounting Estimates and Errors
- c) for each component of equity, a reconciliation between the carrying amounts at the beginning and end of the period, separately disclosing any changes arising from:
 - i. profit and loss
 - ii. other comprehensive income

iii. transactions with owners in their capacity as owners, showing separately contributions from owners and distributions to owners and changes in ownership of subsidiaries that do not result in loss of control.

d. Cash flow statement for the period

Cash flow information provides a basis for users of financial statements to assess the ability of sharia entities to generate cash and cash equivalents and the needs of sharia entities in using these cash flows. PSAK 2: Cash Flow Statement regulates the requirements for presenting and disclosing cash flow information.

Framework of Thinking

Based on the description above, the thinking framework for this research can be described as follows.

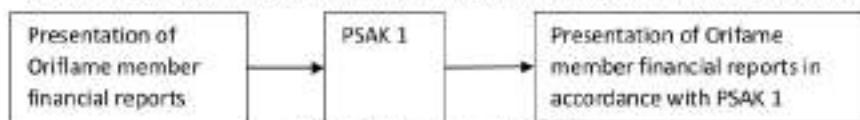


Figure 1. Framework of Thinking

METHODOLOGY

Research Design

According to Nazir (2005: 58) "comparative research is a type of descriptive research that seeks basic answers about cause and effect, by analyzing the factors that cause the occurrence or emergence of a particular phenomenon." Descriptive comparatives compare the same variables for different samples. Furthermore, according to Hasan (2002: 126-127) comparative analysis or comparison is a statistical procedure to test differences between two or more groups of data (variables). This research is a comparative descriptive study that describes, explains and compares Oriflame's financial statements in Marpoyan with PSAK 1.

RESULTS AND DISCUSSION

Result

From the description of the structure above, the member position that I am currently researching has risen to Brand Partner level 9%, where this position is obtained because the member has succeeded in achieving the sales target calculated every year.

Product Sales and Sales Charts

Table 1. Monthly Sales Report

| Penjualan Bulan Januari | | | | |
|-------------------------|-------------------------------|--------|--------------|------------|
| tgl | Nama produk | jumlah | harga satuan | total |
| 5-Jan | Tender Care | 2 | Rp 29.900 | Rp 59.800 |
| 5-Jan | The One Lasting Shin Lip Glos | 1 | Rp 99.900 | Rp 99.900 |
| 8-Jan | One Colour Face Powder | 1 | Rp 49.900 | Rp 49.900 |
| 10-Jan | One Colour Cream Lipstik | 1 | Rp 44.900 | Rp 44.900 |
| | Total | | | Rp 254.500 |

Penjualan Bulan Februari

| tgl | Nama produk | jumlah | harga satuan | total |
|--------|--------------------------------------|--------|--------------|------------|
| 7-Feb | One Colour Blusher | 1 | Rp 99.900 | Rp 99.900 |
| 7-Feb | One Colour Bloom Lipstik | 2 | Rp 29.900 | Rp 59.800 |
| 10-Feb | One Colour Mono Eye Pencil | 1 | Rp 39.900 | Rp 39.900 |
| 20-Feb | Hair Advance Care Black Shine Shampo | 1 | Rp 99.900 | Rp 99.900 |
| 28-Feb | Baby O Multi-Purpose Balm | 1 | Rp 99.900 | Rp 99.900 |
| 28-Feb | Baby O Diaper Cream | 1 | Rp 99.900 | Rp 99.900 |
| 28-Feb | Baby O Hair & Body Wash | 1 | Rp 99.900 | Rp 99.900 |
| 28-Feb | Baby O Bumbum Cleansing Milk | 1 | Rp 99.900 | Rp 99.900 |
| | Total | | | Rp 699.100 |

| Penjualan Bulan Maret | | | |
|-----------------------|---|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 2-Mar | Love Nature Soap Bar Caling Oliv Oil & Aloevera | Rp 14.900 | Rp 59.600 |
| 7-Mar | Tender Care | Rp 49.900 | Rp 49.900 |
| 25-Mar | Giordano Gold Original Eau De Parfum | Rp 299.900 | Rp 299.900 |
| | total | | Rp 409.400 |

| Penjualan Bulan April | | | |
|-----------------------|-------------------------------|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 15-Apr | Sparkling Love Hand Cream | Rp 39.900 | Rp 39.900 |
| 19-Apr | The One Eyelash Curler | Rp 79.900 | Rp 79.900 |
| 23-Apr | Giordano Gold Bronzing Pearls | Rp 179.000 | Rp 179.000 |
| | total | | Rp 298.800 |

| Penjualan Bulan Mei | | | |
|---------------------|--|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 23-May | Eciat Farnme Weekend Perfumed Body Cream | Rp 169.000 | Rp 169.000 |
| 25-May | Tender Care | Rp 49.900 | Rp 49.900 |
| | total | | Rp 218.900 |

| Penjualan Bulan Juni | | | |
|----------------------|--|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 22-Jun | Milk& Honey Gold Shampo | Rp 99.900 | Rp 99.900 |
| 22-Jun | Milk& Honey Gold Conditioner | Rp 99.900 | Rp 99.900 |
| 22-Jun | Milk&Honey Gold Nourishing Day Cream | Rp 99.900 | Rp 99.900 |
| 22-Jun | Milk&Honey Gold Nourishing Night Cream | Rp 99.900 | Rp 99.900 |
| | total | | Rp 399.600 |

| Penjualan Bulan Juli | | | |
|----------------------|--|--------------|--------------|
| tgl | Nama produk | harga satuan | total |
| 12-Jul | Bright Petals Soap Bar | Rp 29.900 | Rp 29.900 |
| 12-Jul | Bright Petals Shower Cream | Rp 59.900 | Rp 59.900 |
| 20-Jul | Activelle Comfort Anti-Perspirant Deodoran | Rp 49.900 | Rp 49.900 |
| 25-Jul | Silk Beauty White Glow Body Lotion | Rp 129.000 | Rp 129.000 |
| 25-Jul | Silk Beauty White Glow Body Wash | Rp 129.000 | Rp 129.000 |
| 30-Jul | Optifresh System 8 Total Protection Toothpaste | Rp 49.900 | Rp 49.900 |
| 30-Jul | Giordano Gold Original Eau De Parfum | Rp 299.900 | Rp 299.800 |
| | total | | Rp 1.047.400 |

| Penjualan Bulan Agustus | | | |
|-------------------------|---|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 5-Aug | Activelle Comfort Anti-Perspirant Deodoran | Rp 49.900 | Rp 149.700 |
| 9-Aug | Love Nature Soap Bar Caling Oliv Oil & Aloevera | Rp 14.900 | Rp 29.800 |
| 14-Aug | Optifresh System 8 Total Protection Toothpaste | Rp 49.900 | Rp 99.800 |
| 30-Aug | The One Eyeliner Stylo Waterproof | Rp 59.900 | Rp 179.700 |
| | total | | Rp 459.300 |

| Penjualan Bulan September | | | |
|---------------------------|------------------------------------|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 13-Sep | Silk Beauty White Glow Body Lotion | Rp 129.000 | Rp 258.000 |
| 13-Sep | Silk Beauty White Glow Body Wash | Rp 129.000 | Rp 129.000 |
| 22-Sep | Tender Care | Rp 49.900 | Rp 149.700 |
| 27-Sep | One Colour Cream Lipstik | Rp 44.900 | Rp 89.800 |

| Penjualan Bulan September | | | |
|---------------------------|--|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 30-Sep | Hair Advance Care Black Shine Shampo | Rp 99.900 | Rp 99.900 |
| 30-Sep | Love Nature Soap Bar Caling Oliv Oil & Aloe Vera | Rp 14.900 | Rp 44.700 |
| total | | | Rp 771.100 |

| Penjualan Bulan Oktober | | | |
|-------------------------|-----------------------------------|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 3-Oct | Be Happy Shower Gel Feel Good | Rp 69.900 | Rp 209.700 |
| 3-Oct | Child Out Shower Gel Feel Good | Rp 69.900 | Rp 139.800 |
| 28-Oct | The One Eyeliner Stylo Waterproof | Rp 59.900 | Rp 299.500 |
| total | | | Rp 649.000 |

| Penjualan Bulan November | | | |
|--------------------------|--|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 12-Nov | Bright Petals Soap Bar | Rp 59.900 | Rp 239.600 |
| 16-Nov | Optifresh System 8 Total Protection Toothpaste | Rp 49.900 | Rp 149.700 |
| 24-Nov | Hair Advance Care Black Shine Shampo | Rp 99.900 | Rp 399.600 |
| 25-Nov | Pure Skin SOS Spot Gel | Rp 59.900 | Rp 59.900 |
| 25-Nov | Pure Skin 2-in-1 Face Wash & Scrub | Rp 99.900 | Rp 99.900 |
| total | | | Rp 948.700 |

| Penjualan Bulan Desember | | | |
|--------------------------|--|--------------|------------|
| tgl | Nama produk | harga satuan | total |
| 3-Dec | Essentials Face Cream Papaya | Rp 59.900 | Rp 59.900 |
| 3-Dec | Essentials Fairness Softening Body Lotion UV Filters | Rp 99.900 | Rp 99.900 |
| 3-Dec | Essential Fairness Multi-Benefit Gel | Rp 82.900 | Rp 82.900 |
| 3-Dec | Essential Fairness Exfoliating Scrub | Rp 82.900 | Rp 82.900 |
| 11-Dec | One Colour Bloom Lipstik | Rp 29.900 | Rp 119.600 |
| 26-Dec | Sparkling Love Hand Cream | Rp 39.900 | Rp 79.800 |
| 26-Dec | Pure Skin 2-in-1 Face Wash&Scrub | Rp 99.900 | Rp 299.700 |
| total | | | Rp 824.700 |

Tabel Penjualan Tahun 2020

| Bulan | Pendapatan |
|-----------|--------------|
| januari | Rp254.500 |
| februari | Rp699.100 |
| maret | Rp409.900 |
| april | Rp298.800 |
| mei | Rp218.900 |
| juni | Rp399.600 |
| juli | Rp 1.047.400 |
| agustus | Rp459.000 |
| september | Rp771.100 |
| oktober | Rp649.700 |
| november | Rp948.700 |
| desember | Rp824.700 |

Differences between Sherlina Member Financial Reports and PSAK 01

In the financial report recorded sales transactions that occurred during one period, the presentation in the financial report of Sherlina Oriflame members is different from the presentation of the financial report in PSAK 01. This difference can be seen in the following table.

Table 2. Differences between Sherline Member Financial Reports and PSAK 01

| Member Sherline Oriflame | PSAK No. 01 |
|--------------------------|-------------------------|
| Laporan penjualan | Neraca |
| | Laporan laba rugi |
| | Laporan perubahan modal |

Below are financial reports that are in accordance with PSAK 01 standards.

Table 3. Profit and Loss Statement in accordance with PSAK 01

| Agen Sherline | |
|---------------------------------|---------------------|
| Laporan Laba Rugi | |
| Periode desember 2020 | |
| Penjualan: | |
| Penjualan produk | Rp 6.981.400 |
| Potongan Penjualan | Rp - |
| Retur penjualan | Rp 600.000 |
| Total Penjualan | Rp 7.581.400 |
| Pembelian | Rp 200.000 |
| Potongan pembelian | Rp - |
| Retur pembelian | Rp - |
| Pembelian bersih | Rp 200.000 |
| Persediaan awal | Rp 1.000.000 |
| | Rp 1.200.000 |
| Persediaan akhir | Rp 600.000 |
| Harga Pokok Penjualan | Rp 600.000 |
| Laba/Rugi kotor | Rp 6.981.400 |
| Beban-beban | |
| Beban Lain-lain | Rp 400.000 |
| Total Beban | Rp 400.000 |
| Iaha/rugi | Rp 6.581.400 |
| Pendapatan Lain-lain | |
| Income | Rp 628.326 |
| Laba/rugi Desember 2020 | Rp 628.326 |
| | Rp 7.209.726 |

Table 4. Capital Change Report in accordance with PSAK 01

| Agen Sherline | |
|-------------------------|---------------------|
| Laporan Perubahan modal | |
| Desember 2020 | |
| Modal awal | Rp 1.500.000 |
| Laba Bersih | Rp 7.209.726 |
| Prive | Rp 500.000 |
| Penambahan Modal | Rp 6.709.726 |
| Modal Akhir | Rp 8.209.726 |

Table 5. Balance sheet in accordance with PSAK 01

| Agen Sherlina | | | |
|----------------------------|---------------------|---------------------|---------------------|
| Periode | | | |
| Desember 2020 | | | |
| Aktiva | | Pasiva | |
| Aktiva lancar | | Hutang Lancar | Rp - |
| kas | Rp 3.000.000 | Hutang Usaha | Rp - |
| piutang dagang | Rp 389.726 | Uang muka customer | Rp 800.000 |
| persediaan barang dagang | Rp 620.000 | | |
| Total Aktiva Lancar | Rp 4.009.726 | Total Hutang | Rp 800.000 |
| Aktiva Tetap | | | |
| Kendaraan | Rp 6.000.000 | Modal | Rp - |
| Akum.Penyusutan kendaraan | Rp 1.000.000 | Modal Usaha | Rp 8.209.726 |
| Total Aktiva Tetap | Rp 5.000.000 | Total Modal | Rp 8.209.726 |
| Total Aktiva | Rp 9.009.726 | Total Pasiva | Rp 9.009.726 |

Comparative Descriptive Analysis

This subchapter is the overall result of all the analyzes carried out previously. As mentioned above, financial reports are the final result of all accounting processes, so financial reports must be relevant and reliable to be useful for their users. In general, financial reports consist of a profit and loss report, calculation of operating results and a report on changes in capital. The income statement describes the profits earned by a company.

Member Sherlina Oriflame Marpoyan also has financial reports in running her business. The financial reports owned by Sherlina Oriflame members only contain a sales balance sheet and a calculation of the final results generated from sales each month. Meanwhile, financial reports must refer to PSAK 01.

It can be said that a financial report that only contains a sales balance sheet does not refer to the basis of accounting, namely PSAK No. 01. Meanwhile, financial report notes are details or detailed explanations of the profit and loss report, capital changes report and cash flow report. This report includes a narrative or detailed explanation of the amounts in the main financial statements. This report is very important to use to obtain information that may not be obtained from other types of financial reports. By not presenting financial reports, readers or users are not included in each report. Apart from that, readers and users of financial reports also do not know the condition of the comparative entities.

Discussion

Based on the discussion of the data presented in the previous chapters relating to the problem formulation, conclusions can be obtained including the following:

Presentation of financial reports for member Sherlina Oriflame Marpoyan has not fully implemented PSAK No. 01 does not report profit and loss statements, does not present cash flow reports, does not present financial reports and accounting policies used, does not disclose the information required in PSAK No.01.

Member Sherlina Oriflame Marpoyan's financial report is not in accordance with PSAK No.01, due to internal factors. Internal factors because the management believes that the financial reports that have been prepared so far can meet the annual reporting requirements, in other words, Sherlina members lack knowledge regarding PSAK No.01.

CONCLUSION

Based on the conclusions above, the following recommendations can be made: Sherlina Oriflame members in Marpoyan are expected to immediately implement PSAK No.01 even though it cannot be implemented directly. Completing existing reports so that they refer more to PSAK No.01.

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