



HEXINDO

ONE HEXINDO

YOUR NEIGHBOR IS YOUR CUSTOMER



COMPANY PERFORMANCE REPORT

Period April 2020_Sep2020

FINANCIAL PERFORMANCE

Finance Highlight



IKHTISAR KEUANGAN

(dalam ribuan AS\$, kecuali dinyatakan lain)
(In thousands of US\$, unless otherwise stated)

Uraian	Sep-20	2019	2018	2017	2016	2015	2014	2013	Description
Penjualan Bersih	101,961	424,431	461,333	343,228	299,258	275,437	392,670	478,432	Net Revenues
Laba Kotor	29,345	107,900	96,522	70,508	55,921	48,161	68,732	73,569	Gross Profit
Laba Usaha	11,198	53,548	50,519	30,538	23,577	10,068	26,241	30,035	Operating Income
Marjin Laba Kotor	25%	25%	21%	21%	19%	17%	18%	15%	Gross Profit Margin
Laba Bersih	11,351	38,437	37,600	22,549	18,072	7,514	19,351	21,921	Net Income
Laba Bersih per Saham		0.046	0.045	0.027	0.020	0.009	0.022	0.026	Net Earnings per Share

Jumlah Aktiva	251,195	266,023	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	211,879	224,443	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Aktiva Tidak Lancar	36,182	41,580	42,581	45,083	49,011	50,867	51,938	55,653	Non Current Asset
Jumlah Kewajiban	92,267	87,696	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Lancar	82,997	77,656	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	158,928	178,327	169,289	150,303	142,307	228,716	228,104	217,587	Equity
Total liabilitis & Ekuitas	251,195	266,023	346,312	283,350	239,279	281,605	378,702	403,582	Total Liabilities & Equity
Total Modal Kerja	128,882	146,787	137,857	115,190	103,071	187,539	184,316	168,102	Total Working Capital

1st Semester FY2020



ACCOUNT NAME	FY2019(A)	FY2020 (B)	B / A	C = B-A	C / A
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	220,357	101,961	46%	(118,396)	-54%
GROSS PROFIT	53,713	29,345	55%	(24,368)	-45%
OPERATING EXPENSES	22,574	(18,087)	82%	3,938	-18%
INCOME BFR INTEREST	31,902	14,837	48%	(16,257)	-52%
NET INCOME	23,231	11,351	49%	(11,913)	-51%

ACCOUNT NAME	FY2019 (A)		FY2020 (B)		C= B-A	C/A
	AMOUNT		AMOUNT			
UNIT	132,238		43,373		(88,865)	-205%
SPARE PARTS	51,437		29,833		(21,604)	-72%
SERVICES & MAINTENANCE	36,681		28,754		(7,927)	-28%
TOTAL SALES	220,357		101,961		(118,396)	-116%
UNIT	16,435	12.4%	5,076	11.7%	(11,359)	-224%
SPARE PARTS	20,108	39.1%	11,108	37.2%	(9,000)	-81%
SERVICES & MAINTENANCE	17,170	46.8%	13,161	45.8%	(4,009)	-30%
TOTAL GP	53,713	24.4%	29,345	28.8%	55%	0%

	FY2019	FY2020		
DEMAND (EXC. 6T OVER)	3,673	2,118	(1,555)	-42%
SALES	776	404	(372)	-48%
MARKET SHARE	21.10%	19.10%	-2.10%	-10%

1st Semester FY2020



1. 1stH FY-2020 demand of H/E (excavator 6T over) decreased 42% and actual sales decreased 48% (Qty) compared with 1st H FY-2019.
2. Market share decreased 2.1% from 21.1% to become 19.1%
3. PS sales in 1stH FY-2020 was 66% against 1stH FY-2019 due to Mining activity decreased in 1stH FY-2020 with the decreased coal price
4. GP margin of PS 1stH FY2020 decreased compare last year. GP ratio part decreased from 39.1% to 37.2% and service and FMC decreased 46.8% to 45.8%

Financial Ratio

Financial Ratio	1st HY2019	1st HY2020
General		
Days of Inventories	178	319
Cash Cycle	190	347
Liquidity Ratio		
Current Ratio : CA vs. CL	192%	255%
Solvency Ratio		
Liabilities vs. Equity Ratio	95%	58%
Debt vs. Equity Ratio	4%	0%
Profitability Ratio		
Return on Equity	14%	7%
Return on Asset	7%	5%
Return on Sales	11%	11%
Asset Turnover	70%	41%
Leverage	195%	158%
ROI	15%	7%

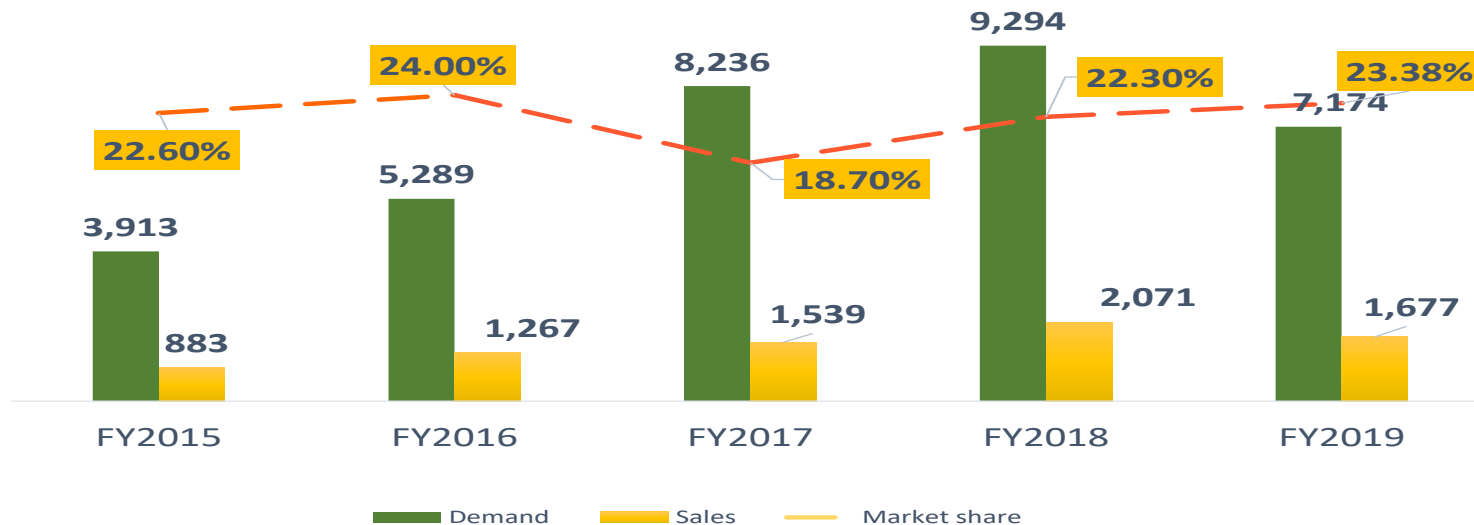
SALES PERFORMANCE

Market Share

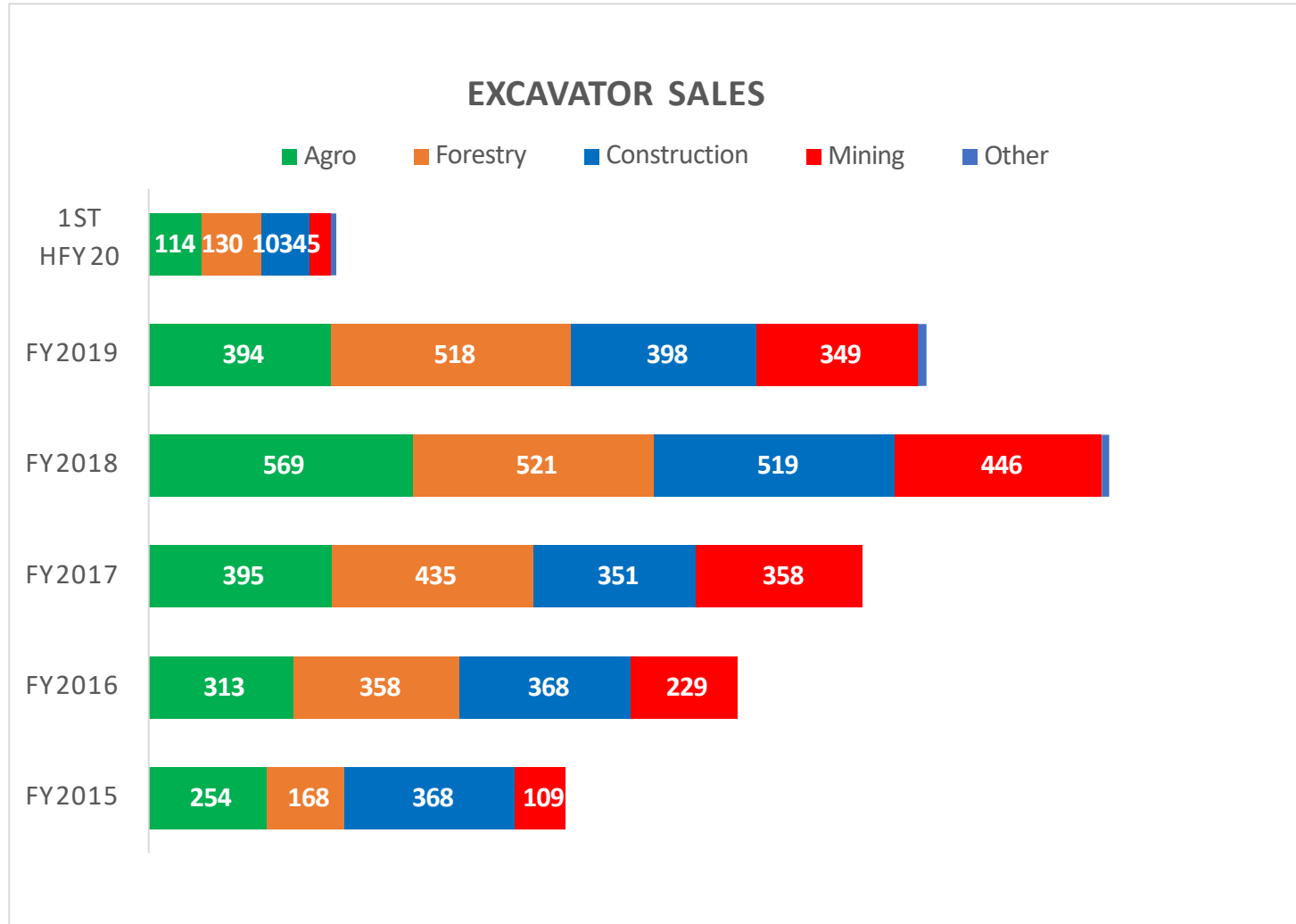


Hitachi Products	Demand		Sales		Share	
	2018	2019	2018	2019	2018	2019
1. Excavator (6t over)	9,294	7,174	2071	1677	22.30%	23.38%
2. Wheel Loader	980	958	58	47	5.90%	4.91%
3. Mini Excavator	972	923	314	300	32.30%	32.50%

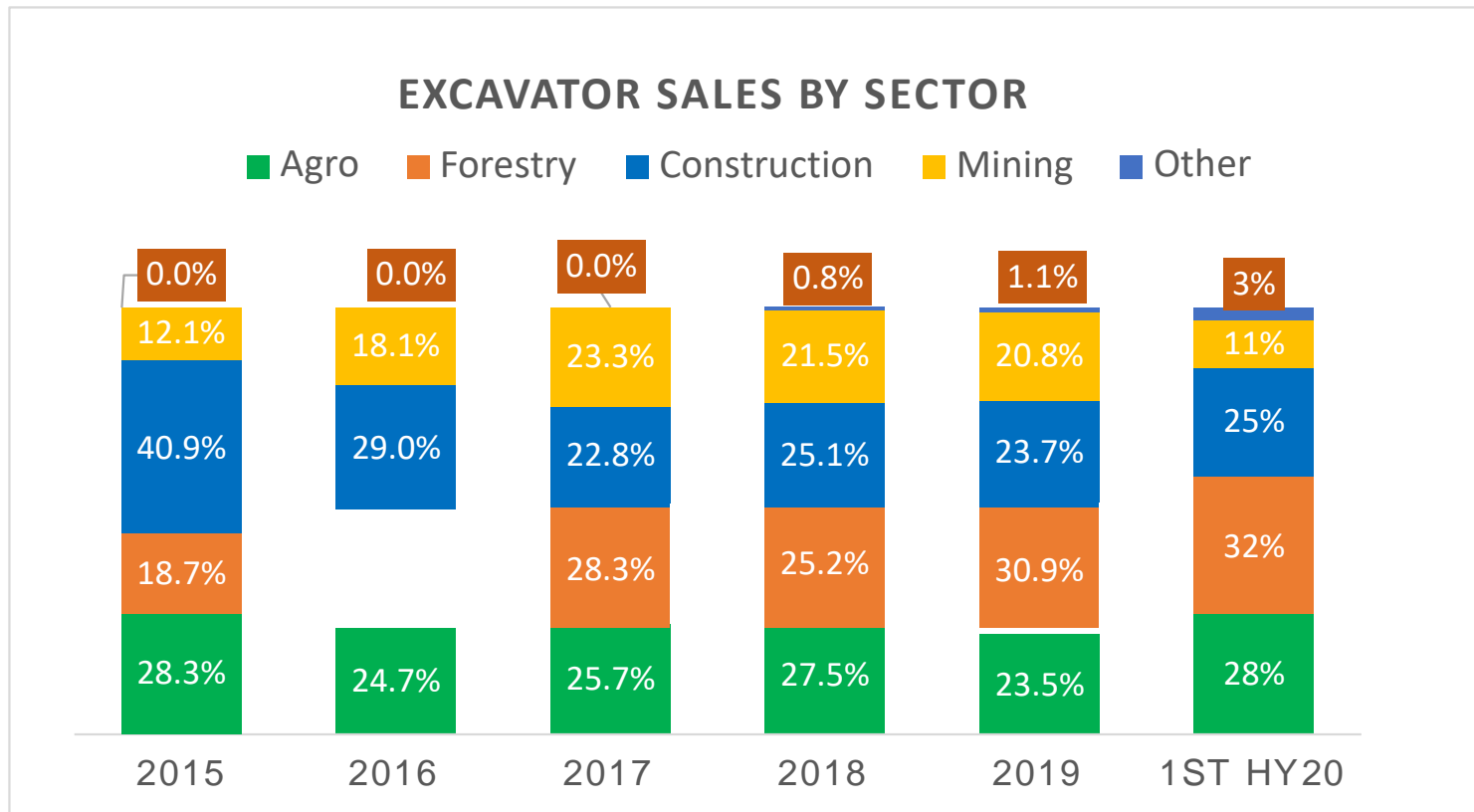
Bell Products	Demand		Sales		Share	
	2018	2019	2018	2019	2018	2019
1. Articulated Dump Truck	273	136	18	24	6.60%	17.65%



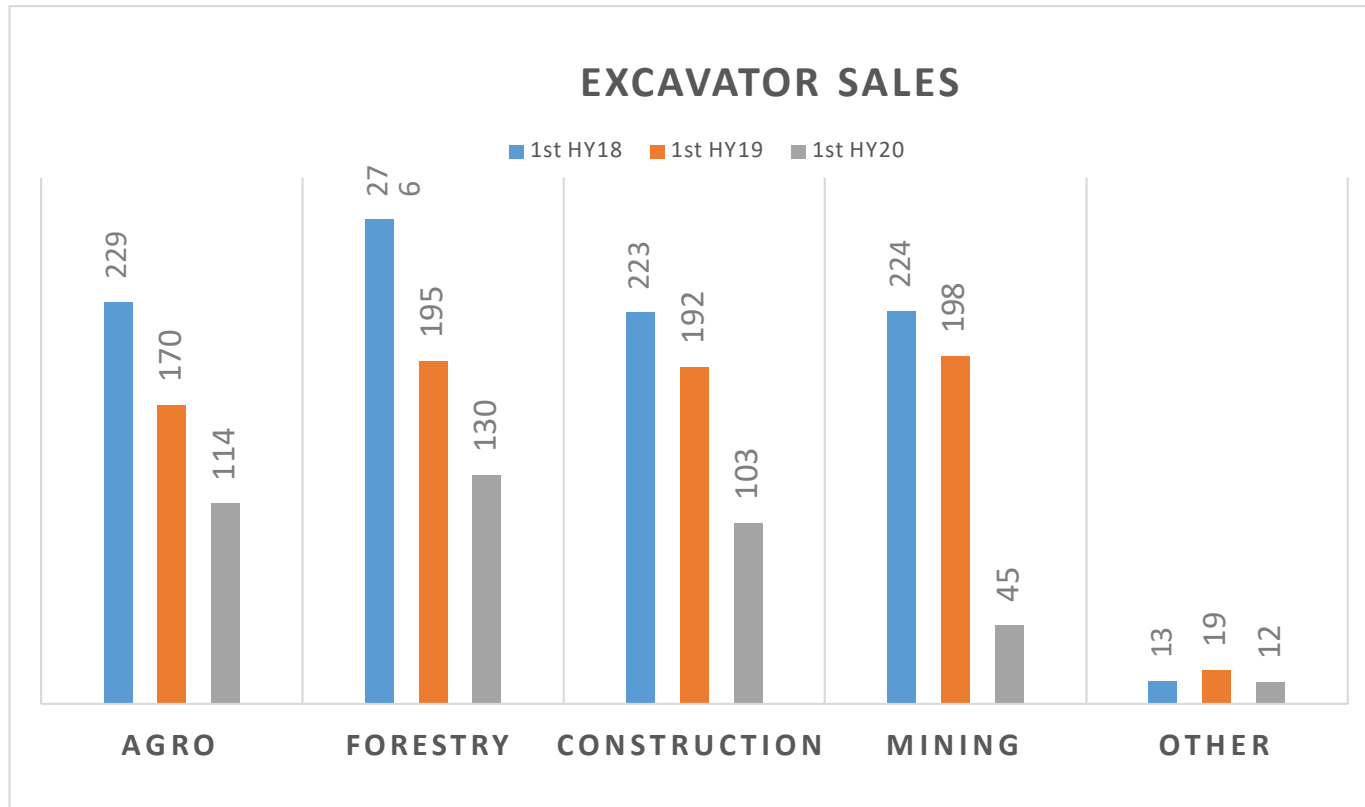
Excavator Sales per Sector



Excavator Sales per Sector



Excavator Sales per Sector



OTHER PERFORMANCE

Shareholders Info



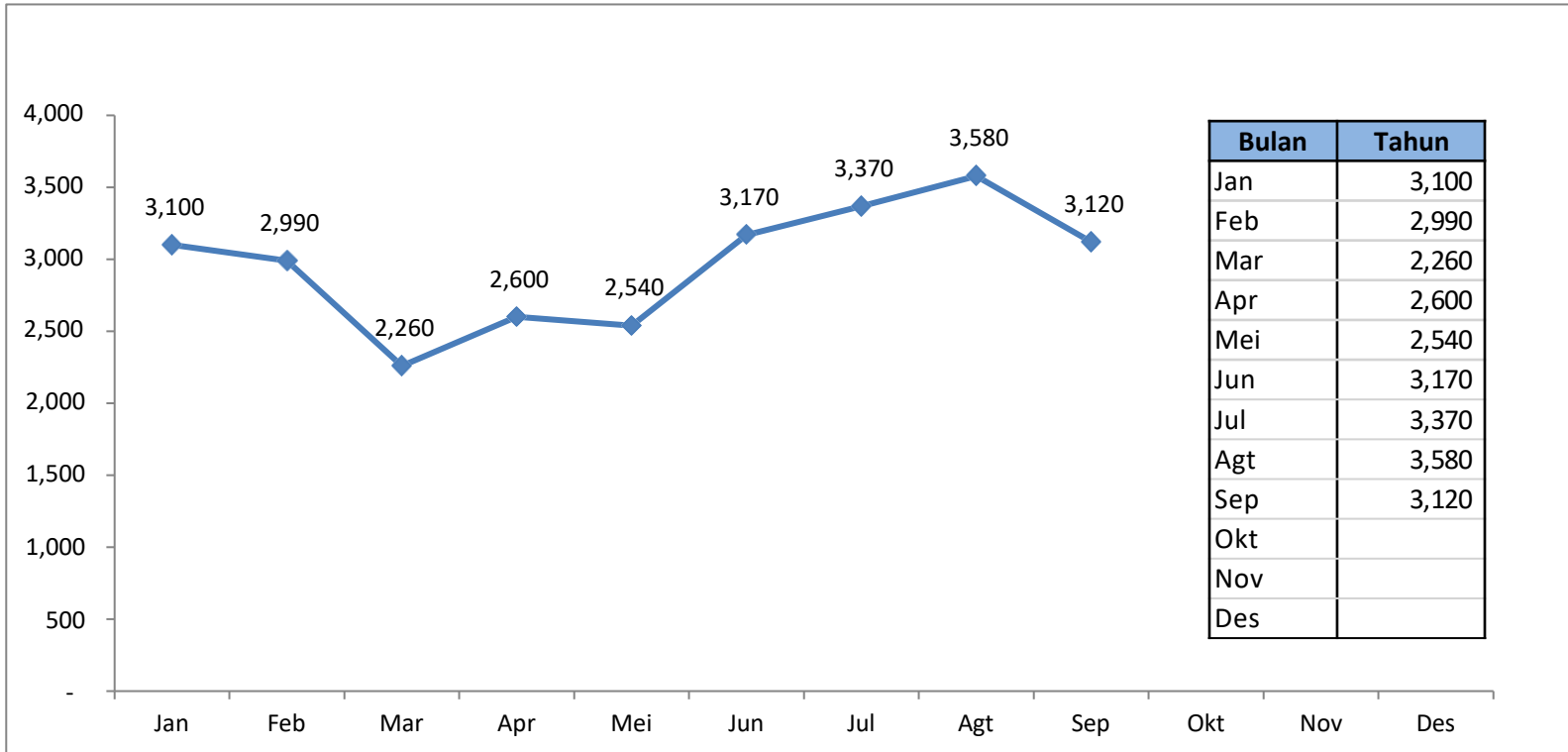
CLASSIFICATION OF SHAREHOLDERS

as of 30 September 2020

Shareholders Classification	Domestic (Local)			Foreign			Remark
	Total shares	Ownership (%)	Total Shareholders	Total shares	Ownership (%)	Total Shareholders	
Ownership in nonstandard Trade Units							
Individual (Ind, Kar, Alm)	599	0.000%	27	-	0.000%	-	
Corporate (PT, CV, GOV)	-	0.000%	-	35	0.000%	1	
Sub Total	599	0.000%	27	35	0.000%	1	
Total				634	0.00%	28	
Ownership in Standard Trade Units							
Individual (Ind, Kar, Alm)	55,198,601	6.571%	3,167	1,989,600	0.237%	24	
Corporate (PT, CV, GOV)	2,223,519	0.265%	9	777,494,846	92.559%	57	Including HCM, Itochu & HMAP
Mutual Fund (Danareksa)	535,300	0.064%	5	-	-	-	
Insurance (Asunransi)	1,730,500	0.206%	1	-	-	-	
Pension Fund (Yayasan)	27,000	0.003%	3	-	-	-	
Coop (Koperasi)	800,000	0.095%	2	-	-	-	
Sub Total	60,514,920	7.204%	3,187	779,484,446	92.796%	81	
Total				839,999,366	100.00%	3,268	
Total Hexindo Shares				840,000,000	100%	3,296	

Compared to Jun20 report, the number of SH' ownership was significantly changed almost double (200%) from 1,766 names become 3,296 names.

Share Movement



Thank you