



# HEXINDO

## ONE HEXINDO

YOUR NEIGHBOR IS YOUR CUSTOMER



# 1<sup>st</sup> HY21 Performance Result PT Hexindo Adiperkasa Tbk

October 2021

# FINANCIAL PERFORMANCE

## *KINERJA KEUANGAN*

## IKHTISAR KEUANGAN

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

Uraian	1st HY2021	FY2020	FY2019	FY2018	FY2017	FY2016	FY2015	FY2014	FY2013	Description
Penjualan Bersih	178,644	264,010	424,431	461,333	343,228	299,258	275,437	392,670	478,331	Net Revenues
Laba Kotor	48,727	69,464	107,900	96,522	70,508	55,921	48,162	68,732	73,569	Gross Profit
Laba Usaha	27,464	32,981	53,548	50,519	30,538	23,577	10,068	26,242	30,035	Operating Income
Marjin Laba Kotor	27%	26%	25%	21%	21%	19%	17%	18%	15%	Gross Profit Margin
Laba Bersih	22,991	25,597	38,437	37,600	22,549	18,072	7,514	19,352	21,921	Net Income
Laba Bersih per Saham	-	0.030	0.046	0.045	0.027	0.020	0.009	0.022	0.026	Net Earnings per Share
Jumlah Aktiva	301,322	256,230	266,023	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	260,932	214,360	224,443	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Aktiva Tidak Lancar	36,879	41,870	41,580	42,581	45,083	49,011	50,867	51,938	55,653	Non Current Asset
Jumlah Kewajiban	174,490	81,911	87,696	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Lancar	162,507	70,398	77,656	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	126,832	174,319	178,327	169,289	150,303	142,307	228,716	228,104	217,587	Equity
Total liabilitis & Ekuitas	301,322	256,230	266,023	346,312	283,350	239,279	281,605	378,702	403,582	Total Liabilities & Equity
Total Modal Kerja	98,425	143,962	146,787	137,857	115,190	103,071	187,539	184,316	168,102	Total Working Capital

\*FY starts from 1 April - 31 March

# Kinerja Keuangan Semester 1 FY2021 (KUSD)



as of 30 Sep 2021

ACCOUNT NAME	1st HY2021 (B)	1st HY2021 (A)	A/B	1st HY2020 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	164,301	178,644	109%	101,961	175%
GROSS PROFIT	40,241	48,727	121%	29,345	166%
OPERATING EXPENSES	(23,694)	(21,263)	111%	(18,087)	118%
OPERATING INCOME	16,547	27,464	166%	11,258	244%
NET INCOME	12,447	22,991	185%	11,351	203%

ACCOUNT NAME	1st HY2021 (B)	1st HY2021 (A)	A/B	1st HY2020 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	87,301	102,678	118%	43,373	237%
SPARE PARTS	42,262	46,482	110%	29,833	156%
SERVICE & MAIN	34,738	29,484	118%	28,754	103%
TOTAL SALES	164,301	178,644	92%	101,961	175%
UNIT	9,251	17,021	184%	5,076	335%
SPARE PARTS	15,211	16,369	108%	11,108	147%
SERVICE & MAIN	15,779	15,337	97%	13,161	117%
TOTAL GP	40,241	48,727	121%	29,345	166%

Financial Ratio	FY2020	1st HY2020	1st HY2021
<b>General</b>			
Days of Inventories	202	319	161
Cash Cycle	230	347	149
<b>Liquidity Ratio</b>			
Current Ratio : CA vs. CL	307%	255%	161%
<b>Solvency Ratio</b>			
Liabilities vs. Equity Ratio	47%	58%	138%
Debt vs. Equity Ratio	0%	0%	0%
<b>Profitability Ratio</b>			
Return on Equity	15%	7%	18%
Return on Asset	10%	5%	8%
Return on Sales	10%	11%	13%
Asset Turnover	104%	41%	59%
Leverage	147%	158%	238%
ROI	14%	7%	14%

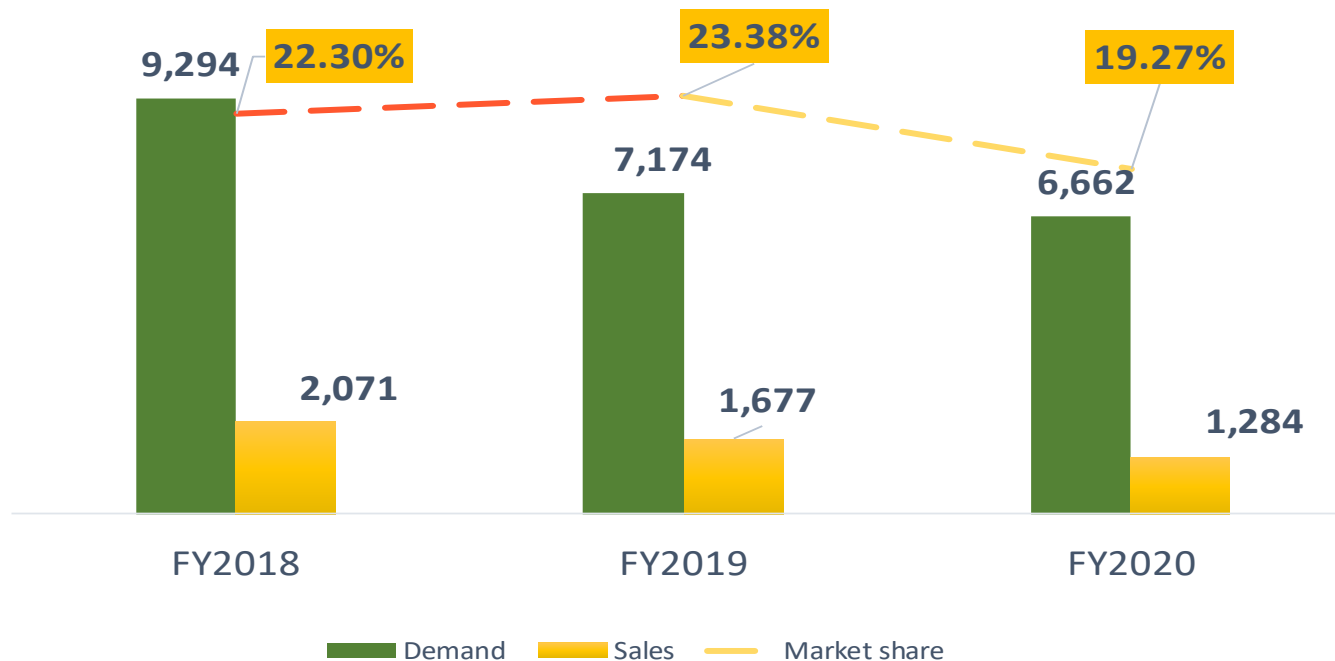
# **SALES PERFORMANCE**

## ***KINERJA PENJUALAN***

# Sales Performances



Hitachi Products	Demand			Sales			Share		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
1. Excavator (6t over)	9,294	7,174	6662	2071	1677	1284	22.30%	23.38%	19.27%
2. Wheel Loader	980	958	378	58	47	23	5.90%	4.91%	6.08%
3. Mini Excavator	972	923	921	314	300	245	32.30%	32.50%	26.60%
Bell Products									
Bell Products	Demand			Sales			Share		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
1. Articulated Dump Truck	273	136	103	18	24	3	6.60%	17.65%	2.80%





# Sales Performances



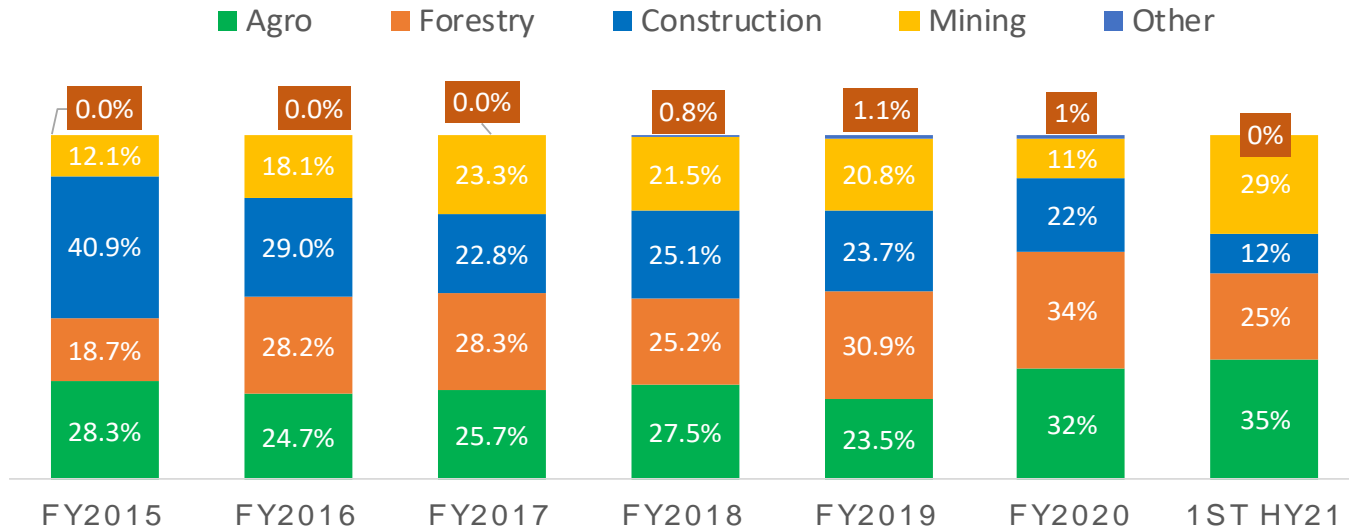
ACCOUNT NAME	1st HY2020 (A)	1st HY2021 (B)	C=B-A	C/A
	Actual	Actual		
DEMAND - excavator 6t over	2,118	5,973	3,855	182%
SALES	404	902	498	123%
MARKET SHARE	19.1%	15.1%	-4.0%	-21%

DEMAND - Mini Excavator	304	725	421	138%
SALES	90	133	43	48%
MARKET SHARE	29.6%	18.3%	-11.3%	-38%
DEMAND - Wheel Loader	181	328	147	81%
SALES	5	21	16	320%
MARKET SHARE	2.8%	6.4%	3.6%	132%
DEMAND - Bell Product	38	89	51	134%
SALES	-	3	3	#DIV/0!
MARKET SHARE	0.0%	0.0%	0.0%	#DIV/0!

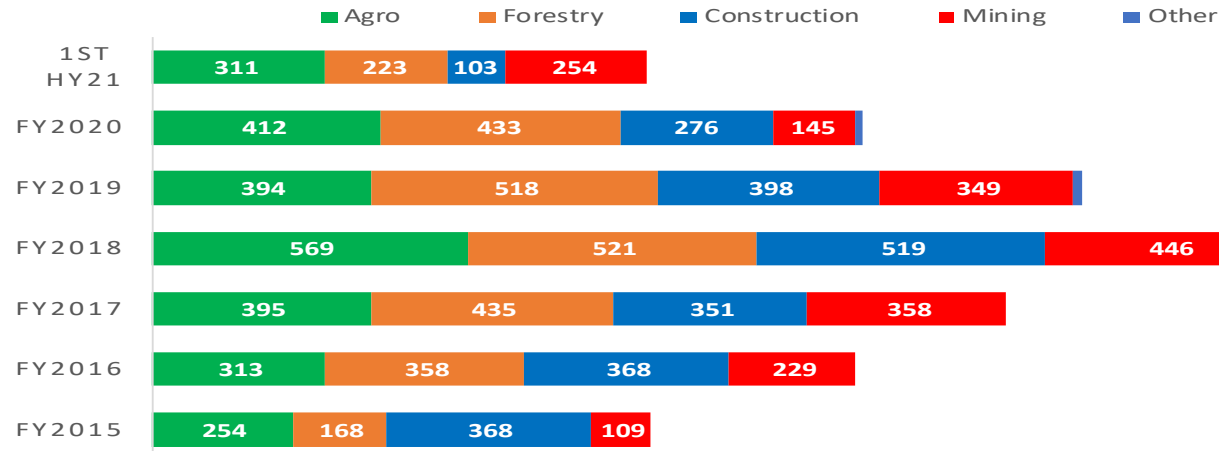
# Excavator Sales 6ton Over



## EXCAVATOR SALES BY SECTOR



## EXCAVATOR SALES



# Other Information

*Informasi Lainnya*

# Shareholder Composition



## CLASSIFICATION OF SHAREHOLDERS

as of 30 September 2021

Shareholders Classification	Domestic (Local)			Foreign			Remark
	Total shares	Ownership (%)	Total Shareholders	Total shares	Ownership (%)	Total Shareholders	
<b>Ownership in nonstandard Trade Units</b>							
Individual (Ind, Kar, Alm)	598	0.000%	27	-	0.000%	-	
Corporate (PT, CV, GOV)	119	0.000%	2	35	0.000%	1	
Sub Total	717	0.000%	29	35	0.000%	1	
<b>Total</b>				<b>752</b>	<b>0.00%</b>	<b>30</b>	
<b>Ownership in Standard Trade Units</b>							
Individual (Ind, Kar, Alm)	67,254,402	8.006%	5,427	1,480,100	0.176%	26	
Corporate (PT, CV, GOV)	2,442,200	0.291%	10	765,819,746	91.169%	63	Including HCM, Itochu & HMAP
Mutual Fund (Danareksa)	445,300	0.053%	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	72,699,402	8.655%	5,448	767,299,846	91.345%	89	
<b>Total</b>				<b>839,999,248</b>	<b>100.00%</b>		
<b>Total Hexindo Shares</b>				<b>840,000,000</b>	<b>100%</b>	<b>5,567</b>	

Compared to the report of stock movement in June 2020, shareholders experienced a significantly increased from the previous number of 3,371 shareholder names to 5,567 shareholder names due to dividend distribution timing.

# Shareholder Composition



## CONTROLLER SHAREHOLDERS WITH > 5%

as of 30 Sep 2021

Shareholder Name	Participant Name	Shares	Ownership (%)
Itochu Corporation	-	210,400,000	25.05%
Hitachi Construction Machinery Co Ltd, Japan	-	408,180,000	48.59%
Hitachi Construction Machinery Asia and Pasifi	Nikko Securities	42,620,000	5.07%

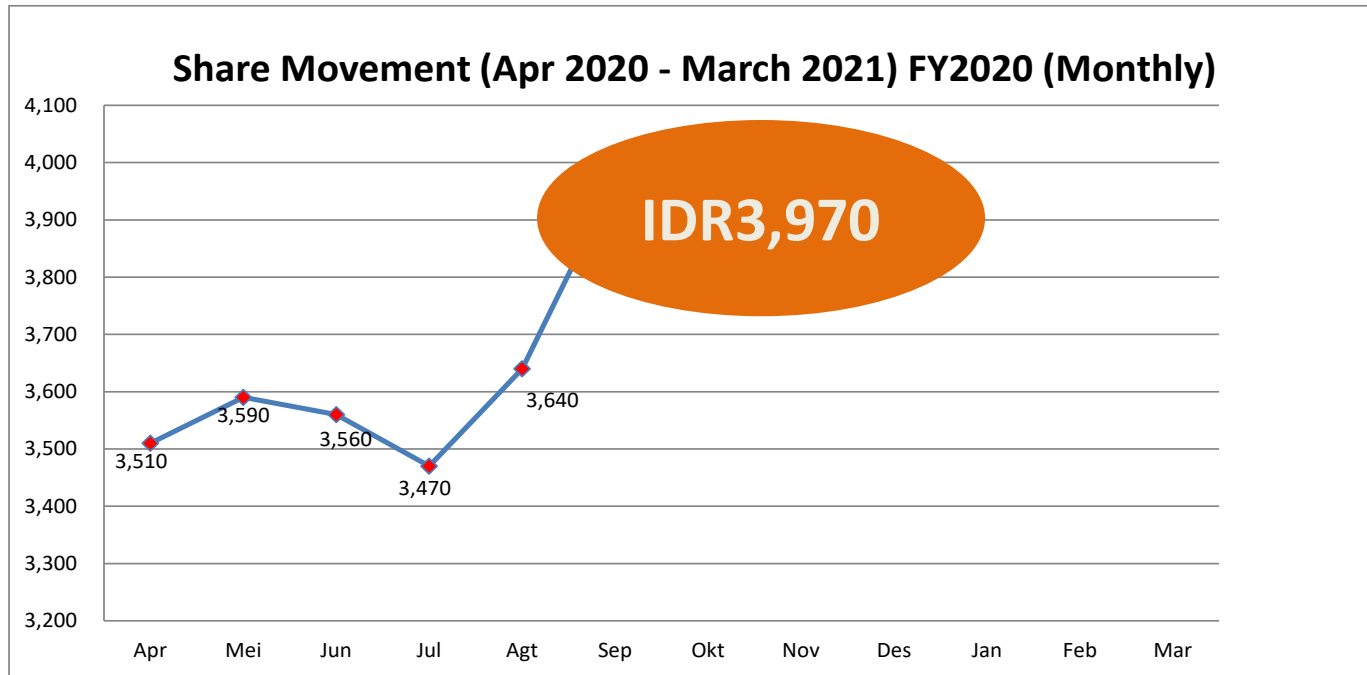
## SHAREHOLDER WITH > 1% - < 5%

as of 30 Sep 2021

Shareholder Name	Participant Name	Shares	Ownership (%)
JPMBL SA Franklin Templeton, Luxemborg	PT Bank HSBC Indonesia	25,983,500	3.09%
DB Singapore dcs s/a Pangolin inv	BUT DEUTSCHE BANK AG	24,627,600	2.98%
DBS Vickers Secs Singapore	DBS Vickers Sekurittas Indone	17,020,700	2.08%

Shareholders with share ownership >5% = 78.71% , shareholders with share ownership >1 - ≤5% = 8.05% , and the rest of 13.24% is owned by public shareholders with ≤1% share ownership.

# Share Movement [Apr2021\_Sep2021]



Date	Close-IDR
1-Sep	3,700
2-Sep	3,670
3-Sep	3,740
6-Sep	3,810
7-Sep	3,880
8-Sep	3,880
9-Sep	3,930
10-Sep	4,000
13-Sep	4,030
14-Sep	3,960
15-Sep	3,990
16-Sep	4,090
17-Sep	4,570
20-Sep	5,075
21-Sep	4,960
22-Sep	4,920
23-Sep	4,810
24-Sep	4,870
27-Sep	4,910
28-Sep	4,570
29-Sep	4,260
30-Sep	3,970

Monthly share movement during fiscal year 2021 with the lowest share price recorded by the end of Jul 2020 which was only IDR3,4700 and the highest was happened after AGMS resolution published and recorded **over than IDR5,000 on the day of recording day.**

After that, the share price is getting stable and back to normal condition in the range of below IDR4,000

# Our Products



**TERIMA KASIH**