



HEXINDO

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YOUR NEIGHBOR IS YOUR CUSTOMER



COMPANY PERFORMANCE REPORT

Period April 2020_June2020

FINANCIAL PERFORMANCE

Finance Highlight



IKHTISAR KEUANGAN

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

Uraian	2019	2018	2017	2016	2015	2014	2013	Description
Penjualan Bersih	424,431	461,333	343,228	299,258	275,437	392,670	478,432	Net Revenues
Laba Kotor	107,900	96,522	70,508	55,921	48,161	68,732	73,569	Gross Profit
Laba Usaha	53,548	50,519	30,538	23,577	10,068	26,241	30,035	Operating Income
Marjin Laba Kotor	25%	21%	21%	19%	17%	18%	15%	Gross Profit Margin
Laba Bersih	38,437	37,600	22,549	18,072	7,514	19,351	21,921	Net Income
Laba Bersih per Saham	-	0.045	0.027	0.020	0.009	0.022	0.026	Net Earnings per Share
Jumlah Aktiva	266,023	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	224,443	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Aktiva Tidak Lancar	41,580	42,581	45,083	49,011	50,867	51,938	55,653	Non Current Asset
Jumlah Kewajiban	87,696	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Lancar	77,656	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	178,327	169,289	150,303	142,307	228,716	228,104	217,587	Equity
Total liabilitis & Ekuitas	266,023	346,312	283,350	239,279	281,605	378,702	403,582	Total Liabilities & Equity
Total Modal Kerja	146,787	137,857	115,190	103,071	187,539	184,316	168,102	Total Working Capital

ACCOUNT NAME	1Q FY2019 (A)		1Q FY2020 (B)		B / A
	AMOUNT	%	AMOUNT	%	
REVENUE	84,887	100%	40,227	100%	47%
GROSS PROFIT	22,287	26%	12,644	31%	57%
OPERATING EXPENSES	(10,378)	-12%	(8,862)	-22%	85%
OTHER INCOME / EXPENSES	723	1%	6,389	16%	883%
INCOME BFR INTEREST	12,633	15%	10,172	25%	81%
NET INCOME	9,071	11%	7,845	20%	86%

ACCOUNT NAME	1Q FY2019 (A)		1Q FY2020 (B)	
	AMOUNT	%	AMOUNT	%
UNIT	44,942	53%	11,863	29%
SPARE PARTS	21,254	25%	15,376	38%
SERVICES & MAINT	18,691	22%	12,988	32%
TOTAL SALES	84,887	100.0%	40,227	100.0%
UNIT	4,630	10.3%	934	7.9%
SPARE PARTS	8,417	39.6%	5,410	35.2%
SERVICES & MAINT	9,240	49.4%	6,300	48.5%
TOTAL GP	22,287	26.3%	12,644	31.4%

DEMAND (excavator 6t over)	1,623	729	-894
SALES	291	98	-193
MARKET SHARE	17.9%	13.4%	-4.5%

1st Quarter FY2020



1. 1Q FY2020 demand of H/E (Excavator 6T over) decreased 55% and actual sales decreased 66% compared with 1Q FY2019.
2. Market share was decreased 4.5% from 27.9% to 13.4%
3. PS sales in 1Q FY2020 was 71% against 1Q FY2019 due to Mining activity slowdown in 1Q FY2019 with the decreasing of sales part and service.
4. GP margin of machine and PS in 1Q FY2020 decreased compare 1Q FY2019,
Total GP margin increase from 26.3% in 1QFY2019 to 31.4% in 1QFY2020

Financial Ratio



Financial Ratio	FY2019	1st Q FY2019	1st Q FY2020
General			
Days of Inventories	178	278	467
Cash Cycle	190	245	510
Liquidity Ratio			
Current Ratio : CA vs. CL	192%	187%	187%
Solvency Ratio			
Liabilities vs. Equity Ratio	95%	101%	101%
Debt vs. Equity Ratio	4%	3%	18%
Profitability Ratio			
Return on Equity	14%	5%	4%
Return on Asset	7%	3%	3%
Return on Sales	11%	11%	20%
Asset Turnover	70%	24%	16%
Leverage	195%	201%	136%
ROI	15%	5%	4%

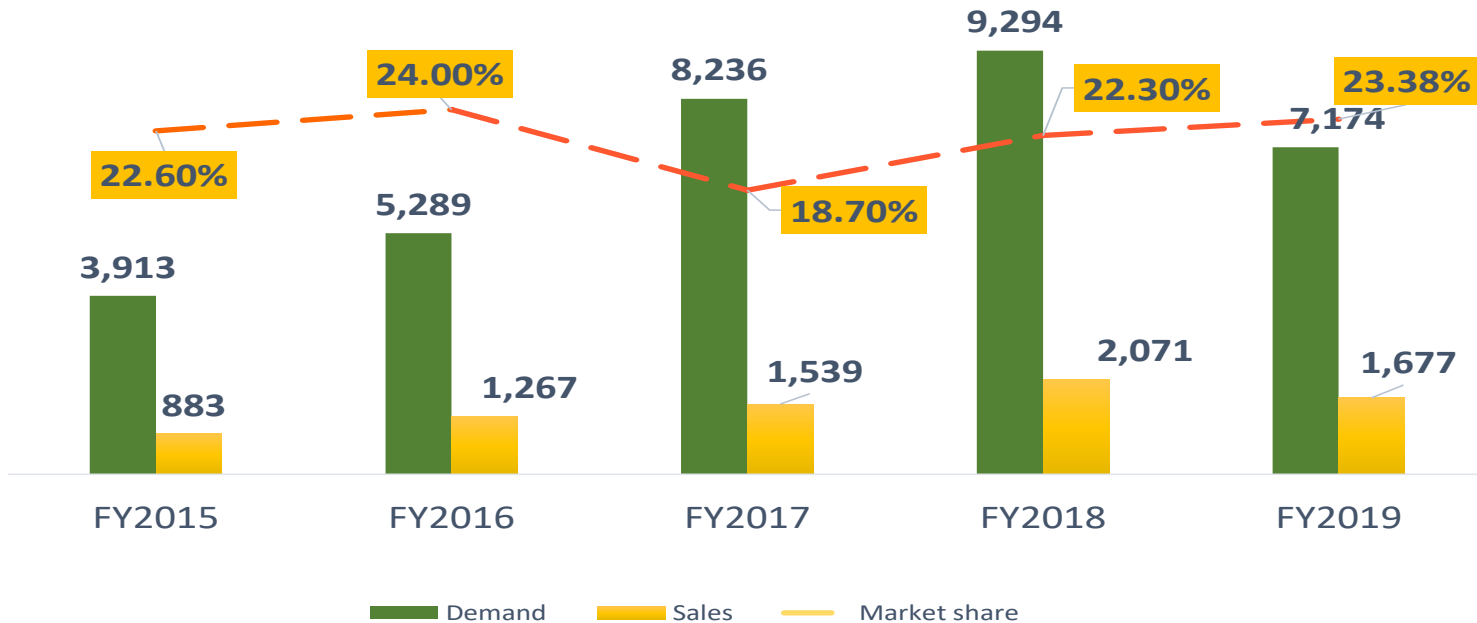
SALES PERFORMANCE

Market Share

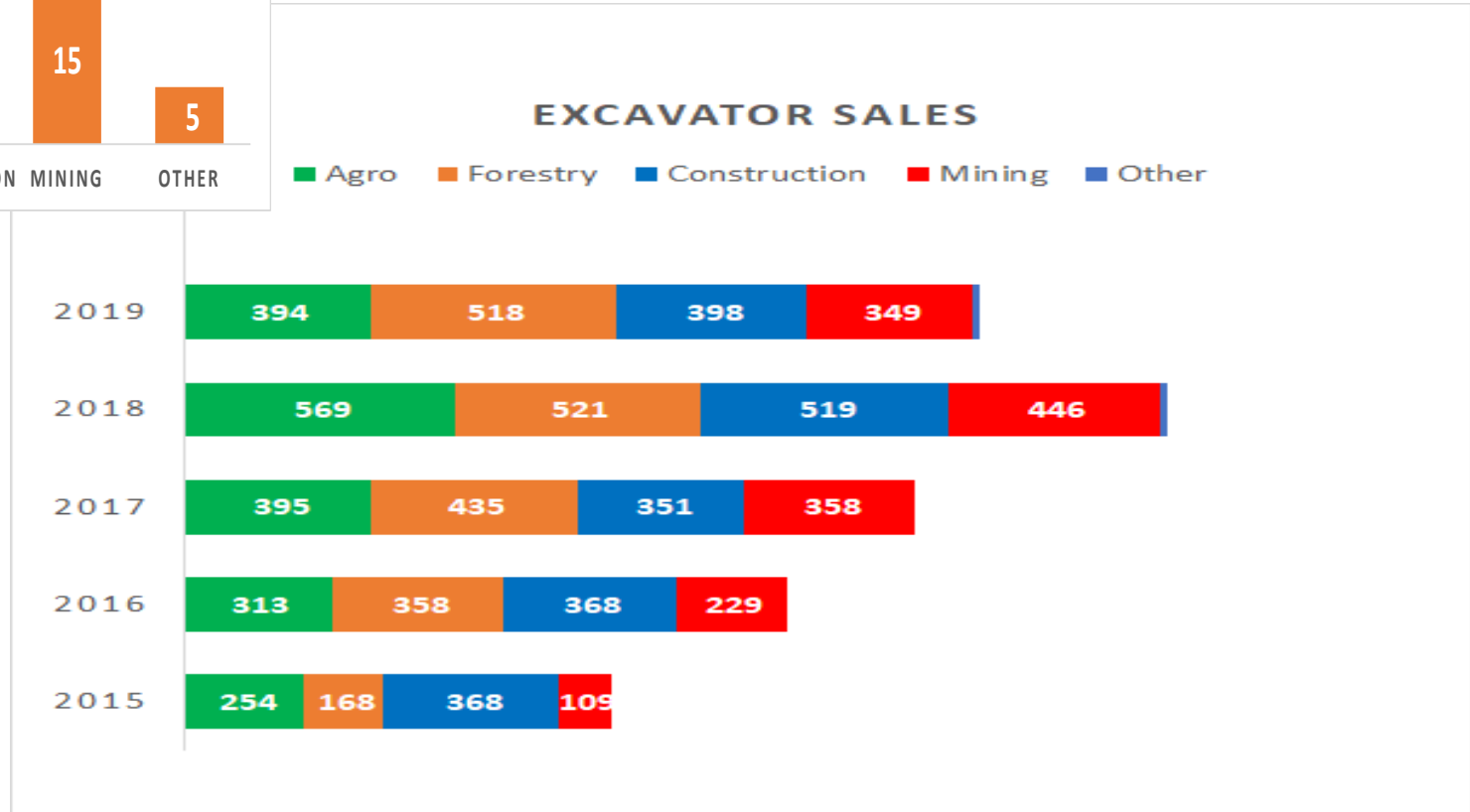
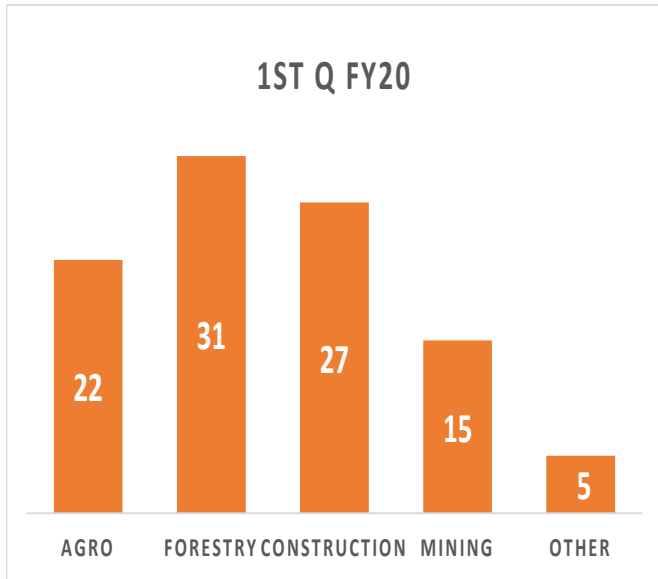


Hitachi Products	Demand		Sales		Share	
	2018	2019	2018	2019	2018	2019
1. Excavator (6t over)	9,294	7,174	2071	1677	22.30%	23.38%
2. Wheel Loader	980	958	58	47	5.90%	4.91%
3. Mini Excavator	972	923	314	300	32.30%	32.50%

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



OTHER PERFORMANCE

Shareholders Info

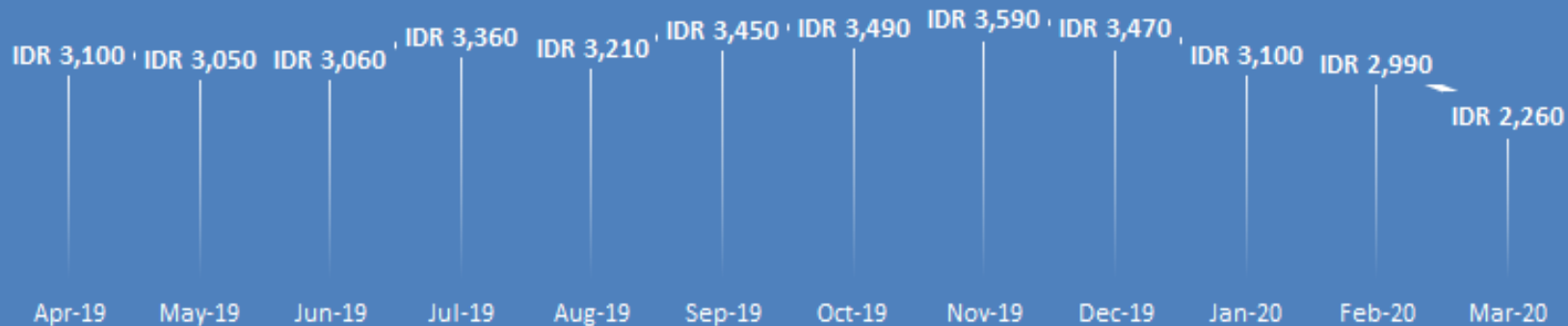


CLASSIFICATION OF SHAREHOLDERS							as of 30 June 2020
Shareholders Classification	Domestic (Local)			Foreign			Remark
	Total shares	Ownership (%)	Total Shareholders	Total shares	Ownership (%)	Total Shareholders	
Ownership in nonstandard Trade Units							
Individual (Ind, Kar, Alm)	492	0.000%	26	-	0.000%	-	
Corporate (PT, CV, GOV)	-	0.000%	-	35	0.000%	1	
Sub Total	492	0.000%	26	35	0.000%	1	
Total				527	0.00%	27	
Ownership in Standard Trade Units							
Individual (Ind, Kar, Alm)	52,527,308	6.253%	1,635	2,268,300	0.270%	23	
Corporate (PT, CV, GOV)	2,126,819	0.253%	8	779,465,846	92.064%	61	Including HCM, Itochu & HMAP
Mutual Fund (Danareksa)	1,053,700	0.125%	6	-		-	
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	58,265,327	6.936%	1,655	781,734,146	93.064%	84	
Total				839,999,473	100.00%	1,739	
Total Hexindo Shares				840,000,000	100%	1,766	

Share Movement

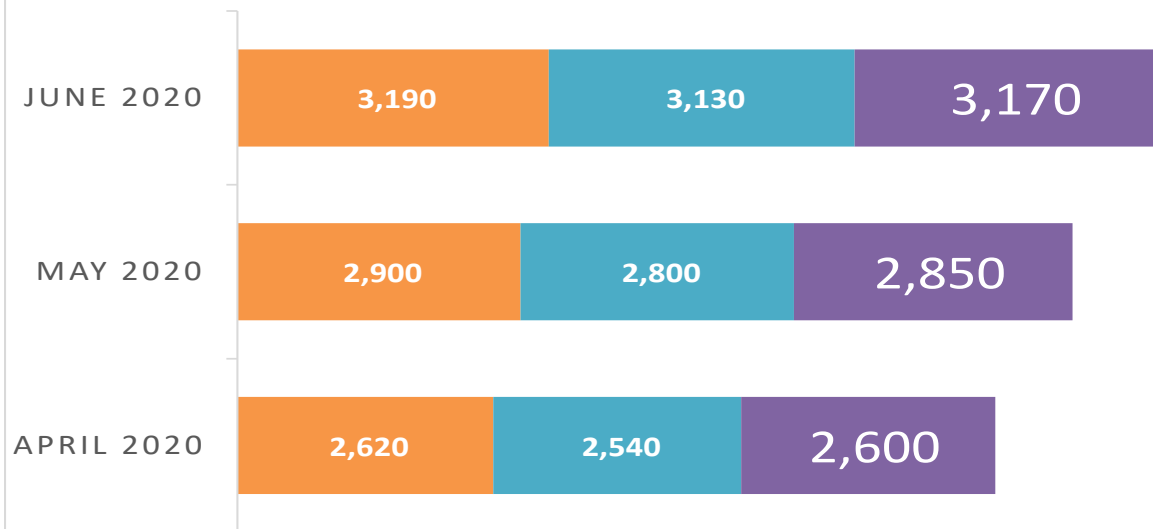


SHARE PRICE



SHARE PRICE

High Low Close



Date	Share Price
Apr-19	IDR 3,100
May-19	IDR 3,050
Jun-19	IDR 3,060
Jul-19	IDR 3,360
Aug-19	IDR 3,210
Sep-19	IDR 3,450
Oct-19	IDR 3,490
Nov-19	IDR 3,590
Dec-19	IDR 3,470
Jan-20	IDR 3,100
Feb-20	IDR 2,990
Mar-20	IDR 2,260

Thank you