

# AYO BEKERJA SAMA DENGAN

## KENKIJIN SPIRIT

PEOPLE OF HITACHI CONSTRUCTION MACHINERY

## ONE HEXINDO

YOUR NEIGHBOR IS YOUR CUSTOMER

### TANTANGAN

Sebagai profesional pemberi solusi,  
berani mencoba tantangan  
tanpa takut gagal

### PELANGGAN

Memikirkan apa  
yang sebetulnya  
diinginkan oleh  
pelanggan

### KOMUNIKASI

Percaya kepada  
kerjasama dan  
bertindak



# 1<sup>st</sup>H FY2022 Performance Result PT Hexindo Adiperkasa Tbk

October 2022

# FINANCIAL PERFORMANCE

## *KINERJA KEUANGAN*

## IKHTISAR KEUANGAN

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

Uraian	1stH FY22	FY2021	FY2020	FY2019	FY2018	FY2017	Description
Penjualan Bersih	262.623	463.263	264.010	424.431	461.333	343.228	Net Revenues
Laba Kotor	55.381	116.401	69.464	107.900	96.522	70.508	Gross Profit
Laba Usaha	29.027	69.494	32.981	53.548	50.519	30.538	Operating Income
Marjin Laba Kotor	21%	25%	26%	25%	21%	21%	Gross Profit Margin
Laba Bersih	22.635	55.083	25.597	38.437	37.600	22.549	Net Income
Laba Bersih per Saham	-	0.052	0,030	0,046	0,045	0,027	Net Earnings per Share
Jumlah Aktiva	381.913	304.648	256.230	266.023	346.312	283.350	Total Assets
Aktiva Lancar	337.614	260.977	214.360	224.443	303.731	238.267	Current Assets
Aktiva Tidak Lancar	44.305	43.671	41.870	41.580	42.581	45.083	Non Current Asset
Jumlah Kewajiban	243.647	144.945	81.911	87.696	177.023	133.047	Total Liabilities
Kewajiban Lancar	230.966	133.011	70.398	77.656	165.874	123.158	Current Liabilities
Ekuitas	138.271	159.703	174.319	178.327	169.289	150.303	Equity
Total liabilitis & Ekuitas	381.913	304.648	256.230	266.023	346.312	283.350	Total Liabilities & Equity
Total Modal Kerja	106.648	127.966	143.962	146.787	137.857	115.190	Total Working Capital

\*FY starts from 1 April - 31 March

# Financial Performance



ACCOUNT NAME	1stH FY2022 (B)	1stH FY2022 (A)	A/B	1stH FY2021 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	250.786	262.623	105%	178.644	147%
GROSS PROFIT	54.398	55.381	102%	48.727	114%
OPERATING EXPENSES	(26.344)	(26.353)	100%	(21.263)	81%
OPERATING INCOME	28.054	29.027	103%	27.464	106%
NET INCOME	21.375	22.635	106%	22.991	98%

ACCOUNT NAME	1stH FY2022 (B)	1stH FY2022 (A)	A/B	1stH FY2021 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	158.018	168.956	107%	101.900	166%
SPARE PARTS	51.811	57.043	110%	46.482	123%
SERVICE & MAIN	33.147	33.874	102%	29.484	115%
RENTAL & USED	7.811	2.750	35%	778	353%
TOTAL SALES	250.786	262.623	105%	178.644	147%
UNIT	18.097	22.299	123%	16.689	134%
SPARE PARTS	19.536	19.032	97%	16.369	116%
SERVICE & MAIN	15.670	13.256	85%	15.337	86%
RENTAL & USED	1.095	795	73%	331	240%
TOTAL GP	54.398	55.381	102%	48.727	114%

Financial Ratio	1stH FY21	1stH FY22
<b>General</b>		
Days of Inventories	161	194
Cash Cycle	149	144
<b>Current Ratio : CA vs. CL</b>		
	161%	146%
<b>Solvency Ratio</b>		
Liabilities vs. Equity Ratio	138%	176%
Debt vs. Equity Ratio	0%	26%
<b>Profitability Ratio</b>		
Return on Equity	18%	16%
Return on Asset	8%	6%
Return on Sales	13%	9%
Asset Turnover	59%	69%
Leverage	238%	276%
ROI	14%	13%

# **SALES PERFORMANCE**

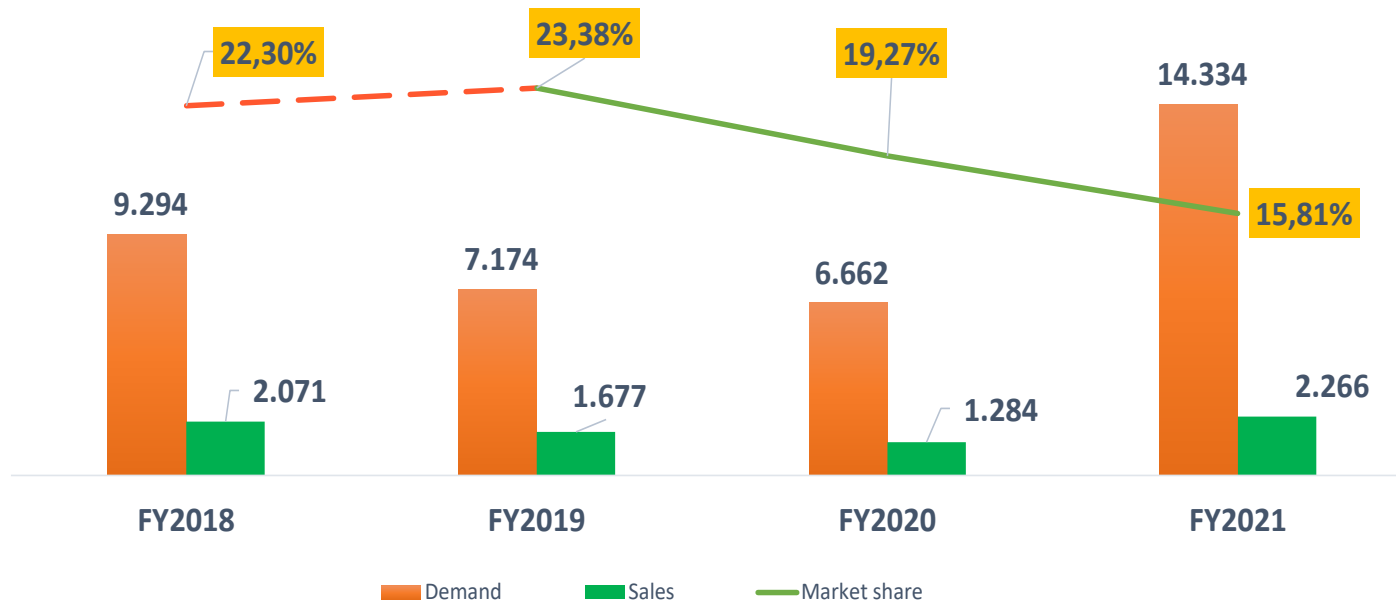
## ***KINERJA PENJUALAN***

# Sales Performance



Hitachi Products	Demand			Sales			Share		
	2019	2020	2021	2019	2020	2021	2019	2020	2021
1. Excavator (6t over)	7.174	6662	14.334	1.677	1.284	2.266	23,38%	19,27%	15,81%
2. Wheel Loader	958	388	763	47	23	46	4,91%	5,93%	6,03%
3. Mini Excavator	923	921	1.734	300	245	350	32,50%	26,60%	20,18%
Bell Products									
Bell Products	Demand			Sales			Share		
	2019	2020	2021	2019	2020	2021	2019	2020	2021
1. Articulated Dump Truck	136	106	283	24	3	14	17,65%	2,80%	4,95%

## Excavator Sales 6ton Over





# Sales Performances



ACCOUNT NAME	1stH FY21	1stH FY22	C=B-A	C/A
	Actual	Actual		
DEMAND - excavator 6t over	5.973	7.718	1.745	29%
SALES	902	1.249	347	38%
MARKET SHARE	15,1%	16,2%	1,1%	7%

DEMAND - Mini Excavator	725	19.046	18.321	2527%
SALES	133	271	138	104%
MARKET SHARE	18,3%	1,4%	-16,9%	-92%
DEMAND - Wheel Loader	328	368	40	12%
SALES	21	20	(1)	-5%
MARKET SHARE	6,4%	5,4%	-1,0%	-15%
DEMAND - Bell Product	89	154	65	73%
SALES	-	16	16	100%
MARKET SHARE	0,0%	10,4%	10,4%	100%

# Other Information

*Informasi Lainnya*

# Shareholder Composition



## CLASSIFICATION OF SHAREHOLDERS

as of 30 September 2022

Shareholders Classification	Ownership in Standard Trade Units			Ownership in nonstandard Trade Units			TOTAL			Remark
	Total shares	Ownership (%)	Total Shareholders	Total shares	Ownership (%)	Total Shareholders	Total shares	Ownership (%)	Total Shareholders	
<b>Foreign</b>										
Individual (Ind, Kar, Alm)	778.100	0,093%	58	0	0,000%	0	778.100	0,093%	58	
Corporate (PT, CV, GOV)	760.524.459	90,539%	91	78	0,000%	1	760.524.537	90,539%	92	Including HCM, Itochu & HMAP
Sub Total	761.302.559	90,631%	149	78	0,000%	1	761.302.637	90,631%	150	
<b>Domestic (Local)</b>										
Individual (Ind, Kar, Alm)	74.747.201	8,898%	9.567	599	0,000%	27	74.747.800	8,898%	9.594	
Corporate (PT, CV, GOV)	2.437.500	0,290%	13	63	0,000%	2	2.437.563	0,290%	15	
Mutual Fund (Danareksa)	707.700	0,084%	7	-	-	-	707.700	0,084%	7	
Insurance (Asuransi)	-	0,000%	-	-	-	-	-	0,000%	-	
Pension Fund (Yayasan)	4.300	0,001%	2	-	-	-	4.300	0,001%	2	
Coop (Koperasi)	800.000	0,095%	2	-	-	-	800.000	0,095%	2	
Sub Total	78.696.701	9,369%	9.591	662	0,000%	29	78.697.363	9,369%	9.620	
<b>Total Hexindo Shares</b>	<b>839.999.260</b>	<b>100,000%</b>	<b>9.740</b>	<b>740</b>	<b>0,000%</b>	<b>30</b>	<b>840.000.000</b>	<b>100,000%</b>	<b>9.770</b>	

9.770

Compared to the report of stock movement in June22, shareholders experienced a significant improved from the previous number of 7.881 shareholder names to 9,770 shareholder names due to increasing share price during second quarter FY2022.

# Shareholder Composition



## CONTROLLER SHAREHOLDERS WITH > 5%

as of 30 Sep 2022

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 Pasific Pte Ltd, Singapore	Nikko Securities	42.620.000	5,07%

## SHAREHOLDER WITH >1%-<5%

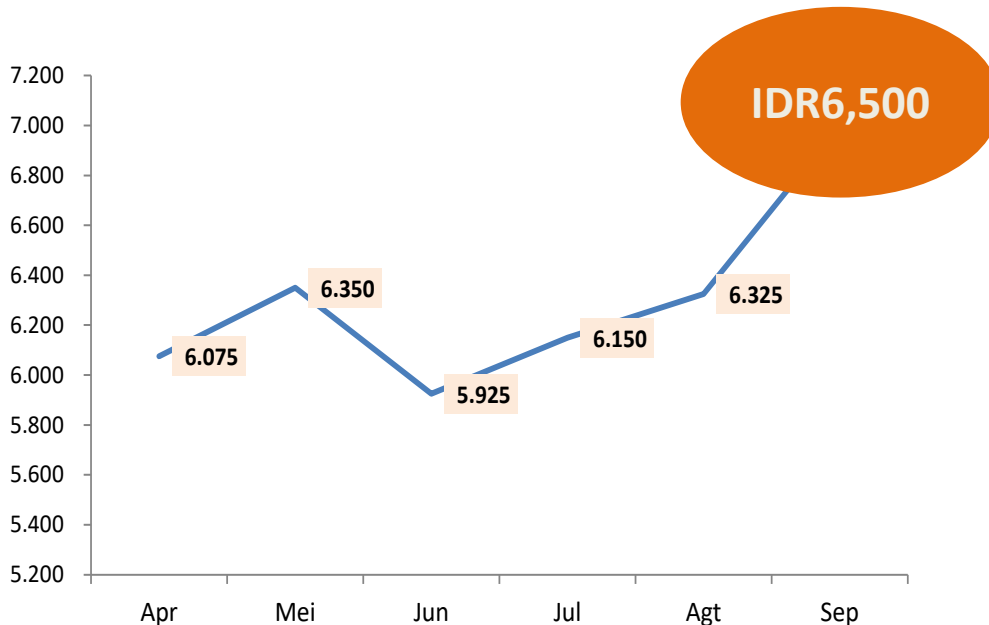
as of 30 Sep 2022

Shareholder Name	Participant Name	Shares	Ownership (%)
DBS VICKERS SECS SINGAPORE (PTE) LTD A/C CLIENTS	PT DBS VICKERS SEKURITAS INDONESIA	17.000.700	2,02%
DB SINGAPORE-DCS S/A PANGOLIN INV MAN PTE LTD	BUT DEUTSCHE BANK AG	24.410.700	2,91%
JPMBL SA UCITS CLT RE-FRANKLIN TEMPLETON INVESTMENT FUNDS	PT Bank HSBC Indonesia	25.330.200	3,02%

# Share Movement during 2ndQ FY2022



### HEXA Share Price for Period 1st HY2022



FY2022	Closing Price
Apr	6.075
Mei	6.350
Jun	5.925
Jul	6.150
Agt	6.325
Sep	6.500

FY2021	Closing Price
Apr	3.510
Mei	3.590
Jun	3.560
Jul	3.470
Agt	3.640
Sep	3.970
Okt	4.050
Nov	4.600
Des	4.600
Jan	4.770
Feb	4.990
Mar	6.150

Monthly share movement during 1<sup>st</sup> semester year 2022 with the lowest share price recorded by the end of June 2022 which was IDR5.925 and increased +6% compared to the end of fiscal year 2021 that was reached DR6,150.

**TERIMA KASIH**