

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



1st H FY2023 Performance Result PT Hexindo Adiperkasa Tbk

Oct 2023

FINANCIAL PERFORMANCE

KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	1stH FY2023	FY2022	FY2021	FY2020	FY2019	FY2018	Description
Penjualan Bersih	316.808	630.495	463.263	264.010	424.431	461.333	Net Revenues
Laba Kotor	71.788	124.965	116.401	69.464	107.900	96.522	Gross Profit
Laba Usaha	42.341	70.126	69.494	32.981	53.548	50.519	Operating Income
Marjin Laba Kotor	23%	20%	25%	26%	25%	21%	Gross Profit Margin
Laba Bersih	30.908	51.620	55.083	25.597	38.437	37.600	Net Income
Laba Bersih per Saham	0.037	0.061	0.066	0,030	0,046	0,045	Net Earnings per Share
Jumlah Aktiva	447.149	463.332	304.648	256.230	266.023	346.312	Total Assets
Aktiva Lancar	386.384	403.744	260.977	214.360	224.443	303.731	Current Assets
Aktiva Tidak Lancar	60.764	59.588	43.671	41.870	41.580	42.581	Non Current Asset
Jumlah Kewajiban	291.775	297.572	144.945	81.911	87.696	177.023	Total Liabilities
Kewajiban Lancar	277.140	284.201	133.011	70.398	77.656	165.874	Current Liabilities
Ekuitas	155.373	165.761	159.703	174.319	178.327	169.289	Equity
Total liabilitis & Ekuitas	447.149	463.332	304.648	256.230	266.023	346.312	Total Liabilities & Equity
Total Modal Kerja	109.244	119.543	127.966	143.962	146.787	137.857	Total Working Capital

*FY starts from 1 April - 31 March

Financial Performance



ACCOUNT NAME	1stH FY2023 (F)	1stH FY2023 (A)	A/B	1stH FY2022 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	315.368	316.808	100%	262.623	121%
GROSS PROFIT	66.388	71.788	108%	55.381	130%
OPERATING EXPENSES	(32.336)	(30.238)	94%	21.263	-142%
OPERATING INCOME	34.052	42.341	124%	34.118	124%
NET INCOME	25.066	30.908	123%	22.991	134%

ACCOUNT NAME	1stH FY2023 (F)	1stH FY2023 (A)	A/B	1stH FY202A (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	209.450	205.411	98%	168.956	122%
SPARE PARTS	61.227	64.271	105%	57.043	113%
SERVICE & MAINTENANCE	34.676	39.778	914%	33.874	935%
RENTAL & USED	10.015	7.348	73%	2.750	267%
TOTAL SALES	315.368	316.808	100%	262.623	121%
UNIT	22.980	23.571	103%	22.299	106%
SPARE PARTS	23.360	24.016	103%	19.032	126%
SERVICE & MAIN	16.199	22.888	141%	13.256	173%
RENTAL & USED	3.249	1.313	40%	795	165%
TOTAL GP	66.388	71.788	108%	55.381	130%

Financial Ratio	1stH FY22	1stH FY23
General		
Days of Inventories	194	181
Cash Cycle	144	136
Liquidity Ratio		
Current Ratio : CA vs. CL	146%	139%
Solvency Ratio		
Liabilities vs. Equity Ratio	176%	188%
Debt vs. Equity Ratio	26%	34%
Profitability Ratio		
Return on Equity	16%	20%
Return on Asset	6%	7%
Return on Sales	9%	10%
Asset Turnover	69%	71%
Leverage	276%	288%
ROI	13%	16%

SALES PERFORMANCE

KINERJA PENJUALAN

Sales Performances

Products	1stH FY22	1stH FY23
EX 6T over		
Sales	1.251	1.294
Demand	7.718	6.372
MS	16,2%	20,3%
ME		
Sales	271	144
Demand	1.046	757
MS	25,9%	19,0%
WL		
Sales	20	19
Demand	368	282
MS	5,4%	6,7%
RDT		
Sales	0	15
Demand	0	745
MS	#DIV/0!	2,0%
ADT		
Sales	16	16
Demand	154	243
MS	10,4%	6,6%

Excavator

Segment	QTY	Ratio
Agro	502	39%
Construction	257	20%
Forestry	357	28%
Mining	167	13%
Others	11	1%
	1294	

Other Information

Informasi Lainnya

Shareholder Composition



CLASSIFICATION OF SHAREHOLDERS

as of 30 September 2023

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	
Foreign										
Individual (Ind, Kar, Alm)	692.900	0,082%	69	0	0,000%	0	692.900	0,082%	69	
Corporate (PT, CV, GOV)	749.307.055	89,203%	91	82	0,000%	1	749.307.137	89,203%	92	Including HCM, Itochu & HMAP
Sub Total	749.999.955	89,286%	160	82	0,000%	1	750.000.037	89,286%	161	
Domestic (Local)										
Individual (Ind, Kar, Alm)	86.461.995	10,293%	10.821	505	0,000%	25	86.462.500	10,293%	10.846	
Corporate (PT, CV, GOV)	2.369.900	0,282%	14	63	0,000%	2	2.369.963	0,282%	16	
Mutual Fund (Danareksa)	363.200	0,043%	3	-		-	363.200	0,043%	3	
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	89.999.395	10,714%	10.842	568	0,000%	27	89.999.963	10,714%	10.869	
Total Hexindo Shares	839.999.350	100,000%	11.002	650	0,000%	28	840.000.000	100,000%		11,030

Compared to the report of stock movement in Sep23, shareholders experienced a significantly increased from the previous number of 9.559 shareholder names to 11.030 shareholder names.

Shareholder Composition



SHAREHOLDER WITH >1%-<5%

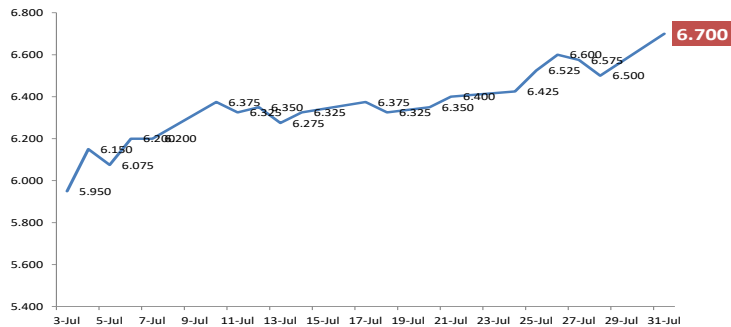
as of 30 September 2023

Shareholder Name	Participant Name	Shares	Ownership (%)
DB SINGAPORE-DCS S/A PANGOLIN INV MAN PTE LTD	BUT DEUTSCHE BANK AG	13.741.300	1,64%
DBS VICKERS SECS SINGAPORE (PTE) LTD A/C CLIENTS	PT DBS VICKERS SEKURITAS INDONESIA	16.747.700	1,99%
JPMSE LUX RE UCITS CLT RE-FRANKLIN TEMPLETON INVESTMENT FUNDS	PT Bank HSBC Indonesia	25.330.200	3,02%

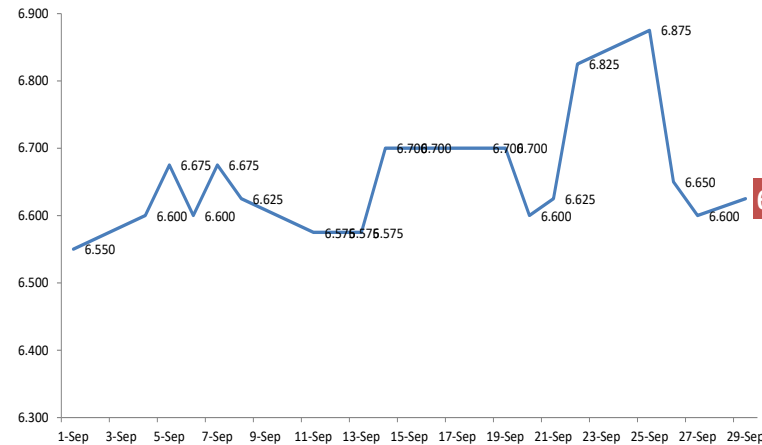
Share Movement during 2ndQ FY2023



HEXA Share Price for Period July 2023

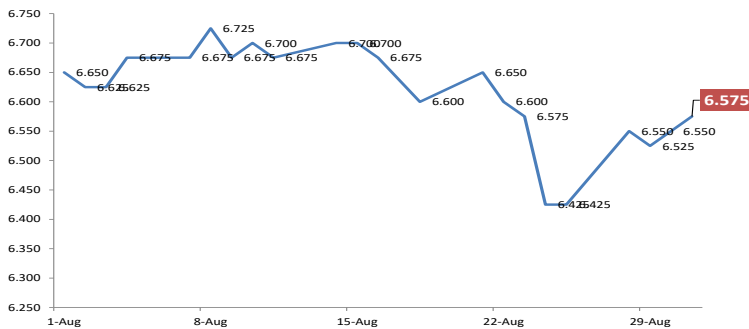


HEXA Share Price for Period Sep 2023



Date	Close
1-Sep	6.550
4-Sep	6.600
5-Sep	6.675
6-Sep	6.600
7-Sep	6.675
8-Sep	6.625
11-Sep	6.575
12-Sep	6.575
13-Sep	6.575
14-Sep	6.700
15-Sep	6.700
18-Sep	6.700
19-Sep	6.700
20-Sep	6.600
21-Sep	6.625
22-Sep	6.825
25-Sep	6.875
26-Sep	6.650
27-Sep	6.600
29-Sep	6.625

HEXA Share Price for Period Aug 2023



HEXA share price even recorded a decline of around **3%** after the annual GMS that announced the dividend was carried out. Although, HEXA shares closed by **0.38%** at the close of September 29, 2023.

Since we have published the business expansion plan starts from FY2023, this could be what made HEXA shares not skyrocket during the dividend distribution informed after GMS. Many people are still waiting and see or considering the profit opportunities and risks of the HEXA business expansion plan.

TERIMA KASIH