



HEXINDO

ONE HEXINDO

YOUR NEIGHBOR IS YOUR CUSTOMER



1st Q FY20 Performance Result PT Hexindo Adiperkasa Tbk

July 2021

FINANCIAL PERFORMANCE KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

| Uraian | 1st Q FY21 | FY2020 | FY2019 | FY2018 | FY2017 | FY2016 | FY2015 | FY2014 | FY2013 | Description |
|----------------------------|------------|---------|---------|---------|---------|---------|---------|---------|---------|----------------------------|
| Penjualan Bersih | 73,848 | 264,010 | 424,431 | 461,333 | 343,228 | 299,258 | 275,437 | 392,670 | 478,331 | Net Revenues |
| Laba Kotor | 19,602 | 69,464 | 107,900 | 96,522 | 70,508 | 55,921 | 48,162 | 68,732 | 73,569 | Gross Profit |
| Laba Usaha | 9,762 | 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 | 7,690 | 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 | 266,527 | 256,230 | 266,023 | 346,312 | 283,350 | 239,279 | 281,605 | 378,703 | 403,582 | Total Assets |
| Aktiva Lancar | 224,983 | 214,360 | 224,443 | 303,731 | 238,267 | 190,268 | 230,738 | 326,765 | 347,929 | Current Assets |
| Aktiva Tidak Lancar | 41,544 | 41,870 | 41,580 | 42,581 | 45,083 | 49,011 | 50,867 | 51,938 | 55,653 | Non Current Asset |
| Jumlah Kewajiban | 84,518 | 81,911 | 87,696 | 177,023 | 133,047 | 96,972 | 52,889 | 150,598 | 185,995 | Total Liabilities |
| Kewajiban Lancar | 72,420 | 70,398 | 77,656 | 165,874 | 123,158 | 87,197 | 43,200 | 142,449 | 179,827 | Current Liabilities |
| Ekuitas | 182,009 | 174,319 | 178,327 | 169,289 | 150,303 | 142,307 | 228,716 | 228,104 | 217,587 | Equity |
| Total liabilitis & Ekuitas | 266,527 | 256,230 | 266,023 | 346,312 | 283,350 | 239,279 | 281,605 | 378,702 | 403,582 | Total Liabilities & Equity |
| Total Modal Kerja | 152,563 | 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 Kuartal 1 FY2021 (KUSD)



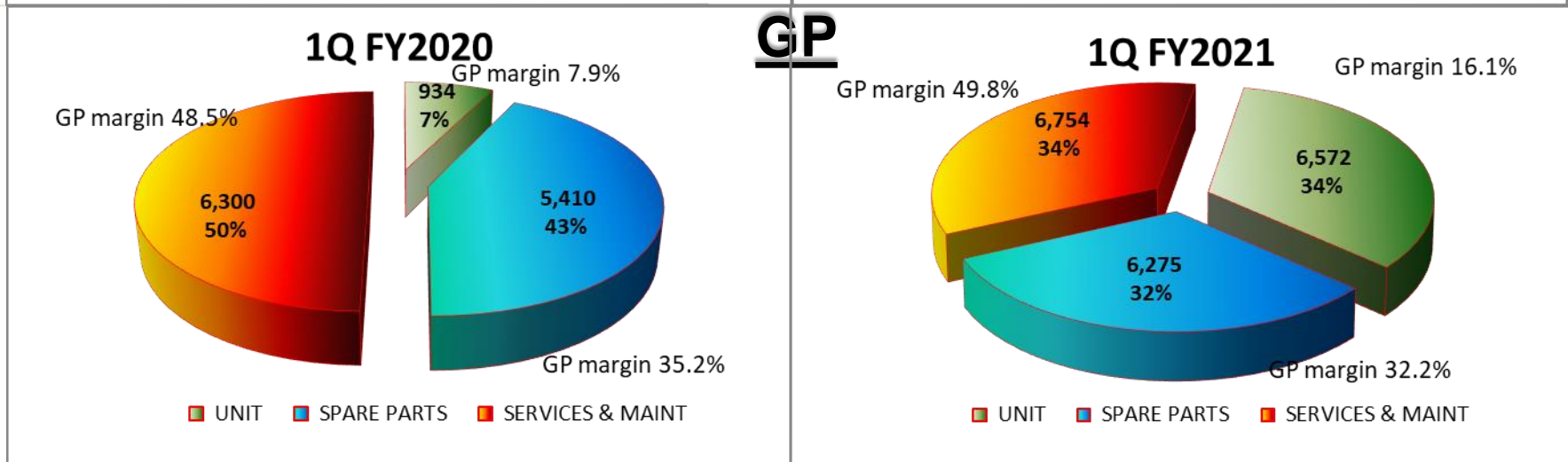
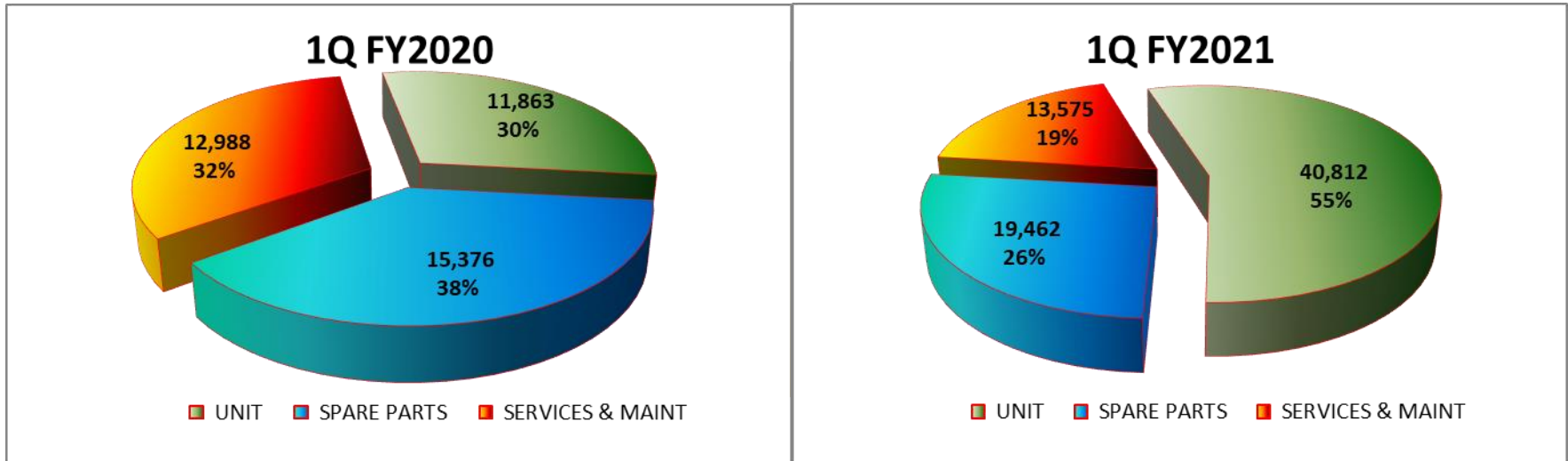
| ACCOUNT NAME | 1Q FY2020 (A) | | 1Q FY2021 (B) | | B / A | C=B- A | C / A |
|-------------------------|---------------|------|---------------|------|-------|---------|-------|
| | AMOUNT | % | AMOUNT | % | | | |
| REVENUE | 40,227 | 100% | 73,848 | 100% | 184% | 33,621 | 84% |
| GROSS PROFIT | 12,644 | 31% | 19,602 | 27% | 155% | 6,958 | 55% |
| OPERATING EXPENSES | (8,862) | -22% | (10,225) | -14% | 115% | (1,364) | 15% |
| OTHER INCOME / EXPENSES | 6,389 | 16% | 385 | 1% | 6% | (6,004) | -94% |
| INCOME BFR INTEREST | 10,172 | 25% | 9,762 | 13% | 96% | (410) | -4% |
| NET INCOME | 7,845 | 20% | 7,690 | 10% | 98% | (156) | -2% |

| ACCOUNT NAME | 1Q FY2020 (A) | | 1Q FY2021 (B) | | C=B- A | C / A |
|------------------|---------------|--------|---------------|--------|--------|-------|
| | AMOUNT | % | AMOUNT | % | | |
| UNIT | 11,863 | | 40,812 | | 28,949 | 244% |
| SPARE PARTS | 15,376 | | 19,462 | | 4,086 | 27% |
| SERVICES & MAINT | 12,988 | | 13,575 | | 586 | 5% |
| TOTAL SALES | 40,227 | 100.0% | 73,848 | 100.0% | 33,621 | 84% |
| UNIT | 934 | 7.9% | 6,572 | 16.1% | 5,638 | 604% |
| SPARE PARTS | 5,410 | 35.2% | 6,275 | 32.2% | 866 | 16% |
| SERVICES & MAINT | 6,300 | 48.5% | 6,754 | 49.8% | 454 | 7% |
| TOTAL GP | 12,644 | 31.4% | 19,602 | 26.5% | 6,958 | 55% |

| | | | | | | |
|-----------------------------|-------|--|-------|--|-------|------|
| DEMAND (excavator 6t over) | 729 | | 2,289 | | 1,560 | 214% |
| SALES | 98 | | 363 | | 265 | 270% |
| MARKET SHARE | 13.4% | | 15.9% | | 2.4% | 18% |

(Thousand USD)

SALES



SALES PERFORMANCE KINERJA PENJUALAN

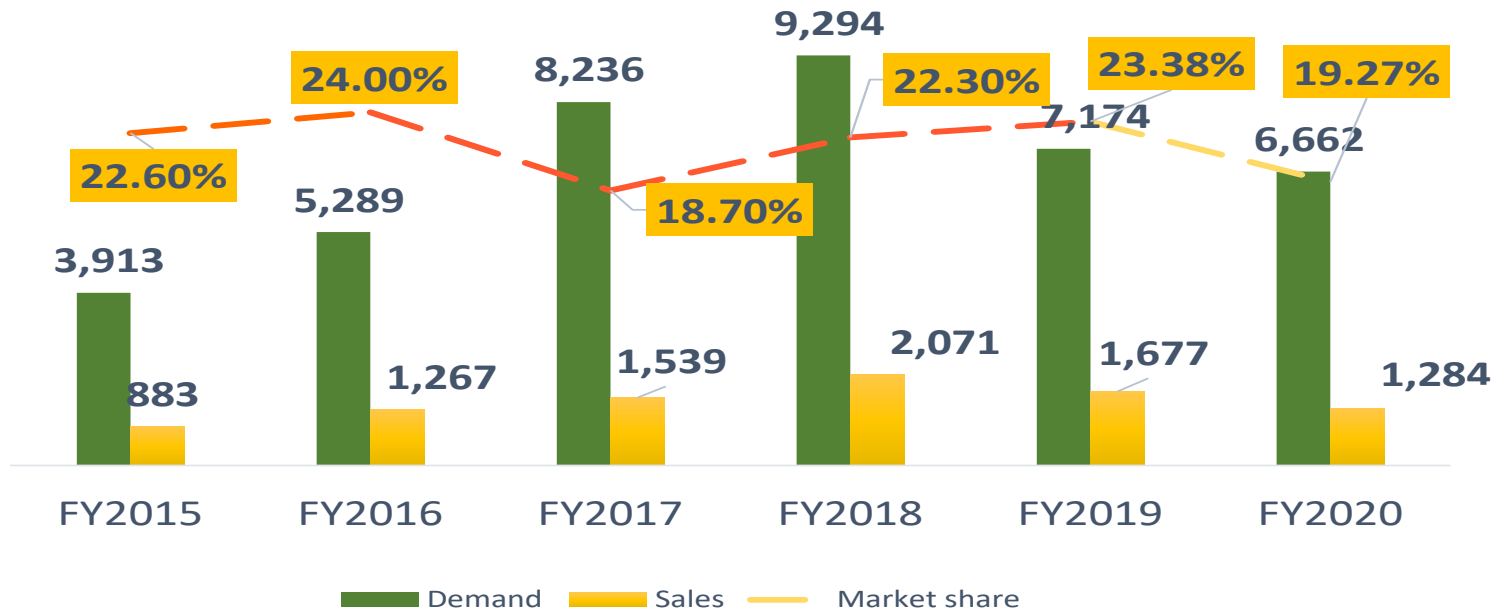
Sales Performance



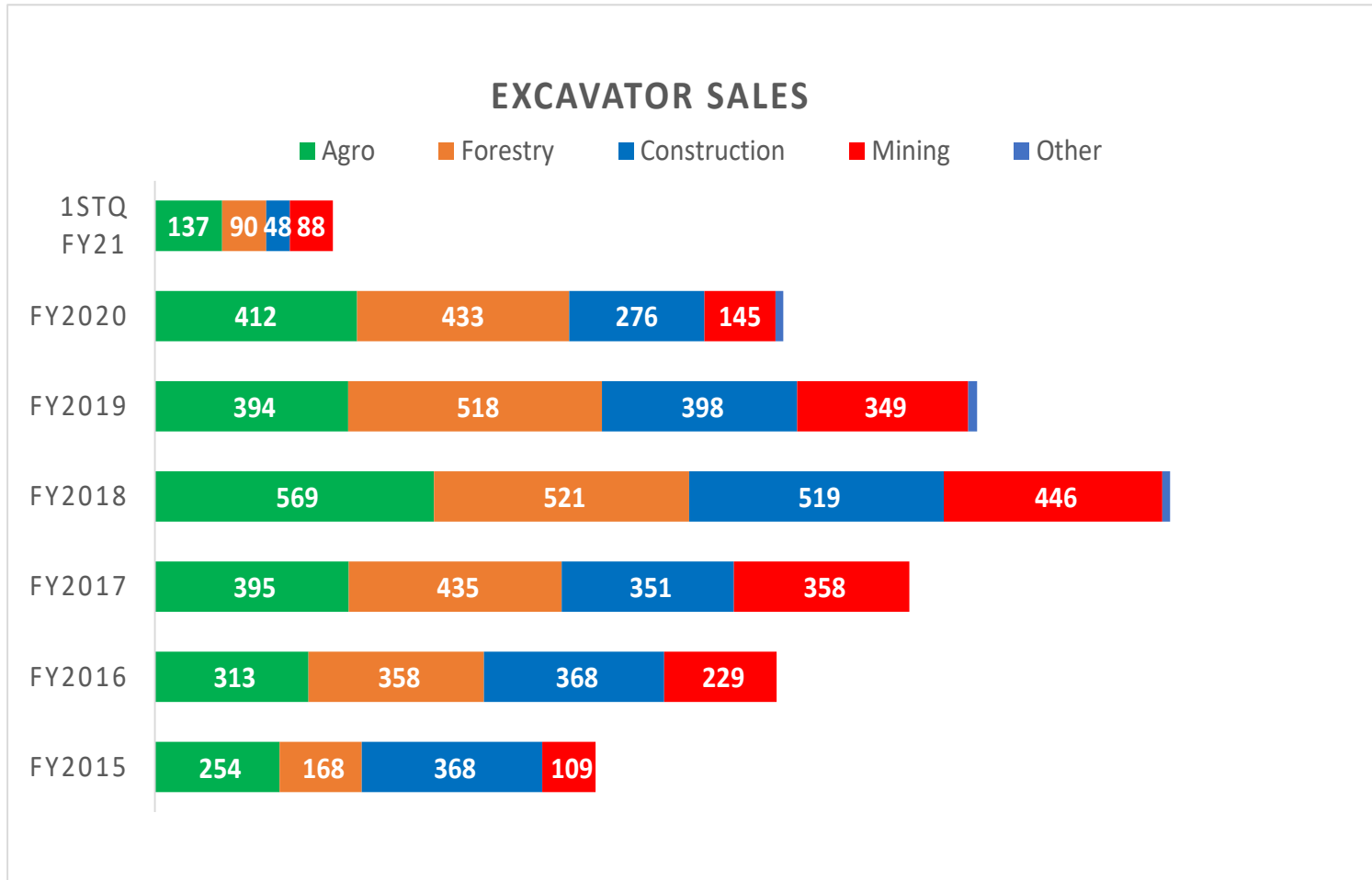
| Hitachi Products | Demand | | | Sales | | | Share | | |
|------------------------|--------|-------|------|-------|------|------|--------|--------|--------|
| | 2018 | 2019 | 2020 | 2018 | 2019 | 2020 | 2018 | 2019 | 2020 |
| 1. Excavator (6t over) | 9,294 | 7,174 | 6662 | 2071 | 1677 | 1284 | 22.30% | 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 | 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% |

>>Excavator Sales 6ton Over<<

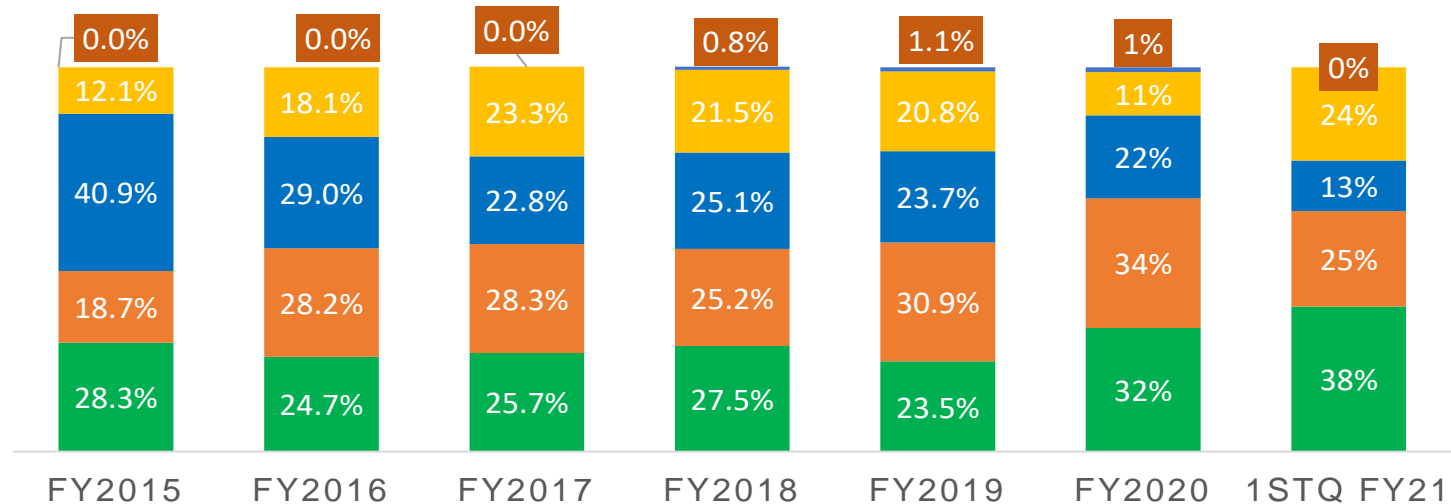


Excavator 6ton Over - % (1st Q FY2021)



EXCAVATOR SALES BY SECTOR

■ Agro
 ■ Forestry
 ■ Construction
 ■ Mining
 ■ Other



1. 1Q FY2021 demand of H/E (Excavator 6T over) increased 114% and actual sales increased 170% (Qty) compared with 1Q FY2020.
2. Market share (Excavator 6T over) in 1Q FY2021 was increased 2.4% from 13.4% to 15.9%
3. PS sales in 1Q FY2021 was 116% against FY2020, spare part sales increased 27% and service & maintenance sales increased 5%.
4. GP Margin machine and service maintenance improve in FY2021. GP margin part decreased from 35.2% to 32.2% .

Other Information

Komposisi Pemegang Saham



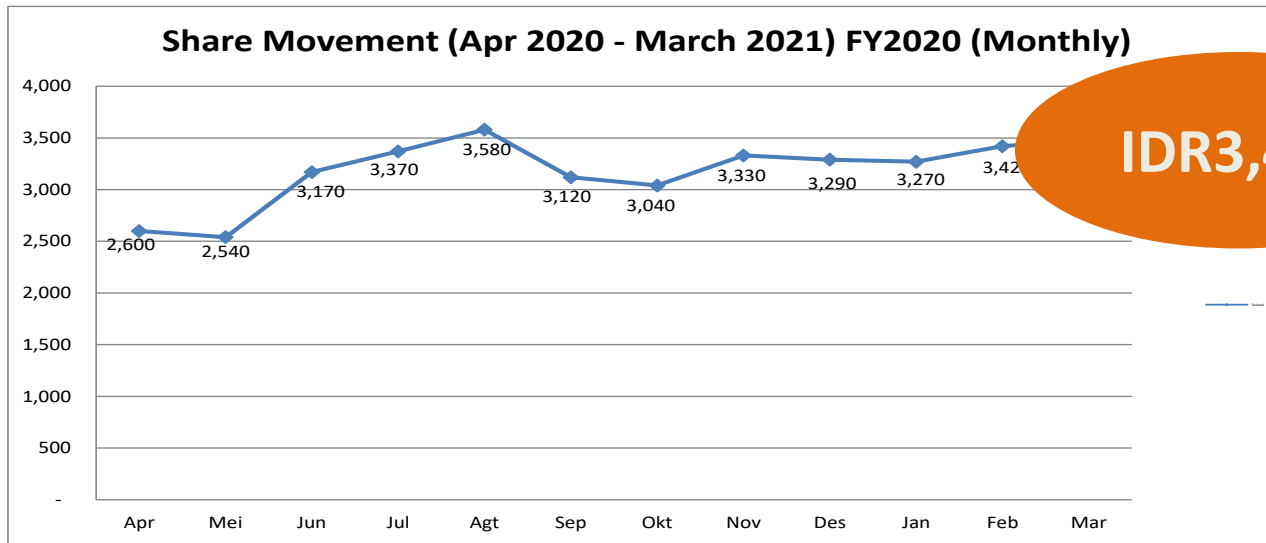
CLASSIFICATION OF SHAREHOLDERS

as of 30 June 2021

| 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) | 600 | 0.000% | 28 | - | 0.000% | - | |
| Corporate (PT, CV, GOV) | 139 | 0.000% | 3 | 35 | 0.000% | 1 | |
| Sub Total | 739 | 0.000% | 31 | 35 | 0.000% | 1 | |
| Total | | | | 774 | 0.00% | 32 | |
| Ownership in Standard Trade Units | | | | | | | |
| Individual (Ind, Kar, Alm) | 56,225,700 | 6.694% | 3,237 | 1,552,300 | 0.185% | 29 | |
| Corporate (PT, CV, GOV) | 2,406,700 | 0.287% | 7 | 776,679,726 | 92.462% | 55 | Including HCM, Itochu & HMAP |
| Mutual Fund (Danareksa) | 577,300 | 0.069% | 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 | 61,767,200 | 7.353% | 3,255 | 778,232,026 | 92.647% | 84 | |
| Total | | | | 839,999,226 | 100.00% | 3,339 | |
| Total Hexindo Shares | | | | 840,000,000 | 100% | 3,371 | |

3,371

Compared to the report of stock movement in Mar 2021, shareholders experienced a slight increment from the previous number of 3,350 shareholder names to 3,371 shareholder names.



IDR3,480

Monthly share movement during fiscal year 2020 with the lowest share price recorded by the end of May 2020 which was only IDR2,540 and the highest was in August which was recorded by the end of Aug20 – IDR3,580.

In the first quarter FY2021, Hexindo share price is indicating a good increment become IDR3,560 as per closing on end of June2021.

| Month | Closing Price |
|-------|---------------|
| Apr | 2,600 |
| Mei | 2,540 |
| Jun | 3,170 |
| Jul | 3,370 |
| Agt | 3,580 |
| Sep | 3,120 |
| Okt | 3,040 |
| Nov | 3,330 |
| Des | 3,290 |
| Jan | 3,270 |
| Feb | 3,420 |
| Mar | 3,480 |
| Apr | 3,510 |
| May | 3,590 |
| Jun | 3,560 |

Our Product



TERIMA KASIH