

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



1stQ FY2022 Performance Result PT Hexindo Adiperkasa Tbk

July 2022

FINANCIAL PERFORMANCE

KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	FY2021	FY2020	FY2019	FY2018	FY2017	FY2016	FY2015	FY2014	FY2013	Description
Penjualan Bersih	463,263	264,010	424,431	461,333	343,228	299,258	275,437	392,670	478,331	Net Revenues
Laba Kotor	116,401	69,464	107,900	96,522	70,508	55,921	48,162	68,732	73,569	Gross Profit
Laba Usaha	69,494	32,981	53,548	50,519	30,538	23,577	10,068	26,242	30,035	Operating Income
Marjin Laba Kotor	25%	26%	25%	21%	21%	19%	17%	18%	15%	Gross Profit Margin
Laba Bersih	55,083	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	304,648	256,230	266,023	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	260,977	214,360	224,443	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Aktiva Tidak Lancar	43,671	41,870	41,580	42,581	45,083	49,011	50,867	51,938	55,653	Non Current Asset
Jumlah Kewajiban	144,945	81,911	87,696	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Lancar	133,011	70,398	77,656	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	159,703	174,319	178,327	169,289	150,303	142,307	228,716	228,104	217,587	Equity
Total liabilitis & Ekuitas	304,648	256,230	266,023	346,312	283,350	239,279	281,605	378,702	403,582	Total Liabilities & Equity
Total Modal Kerja	127,966	143,962	146,787	137,857	115,190	103,071	187,539	184,316	168,102	Total Working Capital

ACCOUNT NAME	1stQ FY2022 (F)	1stQ FY2022 (A)	A/B	1stQ FY2021 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	107,066	114,108	107%	73,848	155%
GROSS PROFIT	23,927	24,340	102%	19,602	124%
OPERATING EXPENSES	(13,024)	(12,557)	96%	(10,236)	123%
OPERATING INCOME	10,904	12,282	113%	9,366	131%
NET INCOME	8,360	9,054	108%	7,690	118%

ACCOUNT NAME	1stQ FY2022 (F)	1stQ FY2022 (A)	A/B	1stQ FY2021 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	70,677	74,672	106%	40,554	184%
SPARE PARTS	23,248	23,992	103%	19,462	123%
SERVICE & MAIN	20,244	17,833	88%	13,575	131%
RENTAL & USED	1,374	6,141	447%	257	2389%
TOTAL SALES	107,066	114,108	107%	73,848	155%
UNIT	8,881	10,690	120%	6,572	163%
SPARE PARTS	8,769	7,990	91%	6,275	127%
SERVICE & MAIN	6,278	6,160	98%	6,754	91%
RENTAL & USED	404	-	0%	101	0%
TOTAL GP	23,927	24,840	104%	19,602	127%

Financial Ratio	1stQ FY21	1stQ FY22
General		
Days of Inventories	185	164
Cash Cycle	192	140
Solvency Ratio		
Liabilities vs. Equity Ratio	46%	83%
Debt vs. Equity Ratio	0%	10%
Profitability Ratio		
Return on Equity	4%	5%
Return on Asset	3%	3%
Return on Sales	10%	8%
Asset Turnover	28%	3%
Leverage	146%	183%
ROI	4%	5%

SALES PERFORMANCE

KINERJA PENJUALAN

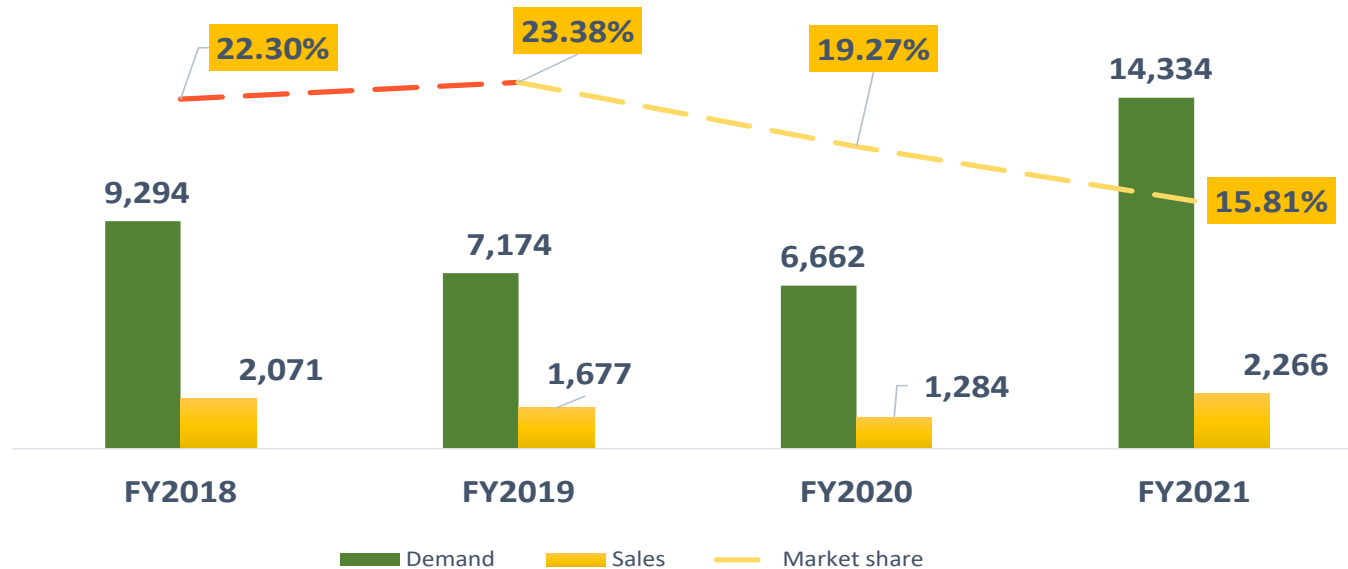
Sales Performance



Hitachi Products	Demand				Sales				Share			
	2018	2019	2020	2021	2018	2019	2020	2021	2018	2019	2020	2021
1. Excavator (6t over)	9,294	7,174	6,662	14,334	2,071	1,677	1,284	2,266	22.30%	23.38%	19.27%	15.81%
2. Wheel Loader	980	958	378	763	58	47	23	46	5.90%	4.91%	6.08%	6.03%
3. Mini Excavator	972	923	921	1,734	314	300	245	350	32.30%	32.50%	26.60%	20.18%

Bell Products	Demand				Sales				Share			
	2018	2019	2020	2021	2018	2019	2020	2021	2018	2019	2020	2021
1. Articulated Dump Truck	273	136	106	283	18	24	3	14	6.60%	17.65%	2.80%	4.95%

Excavator Sales 6ton Over



Sales Performances



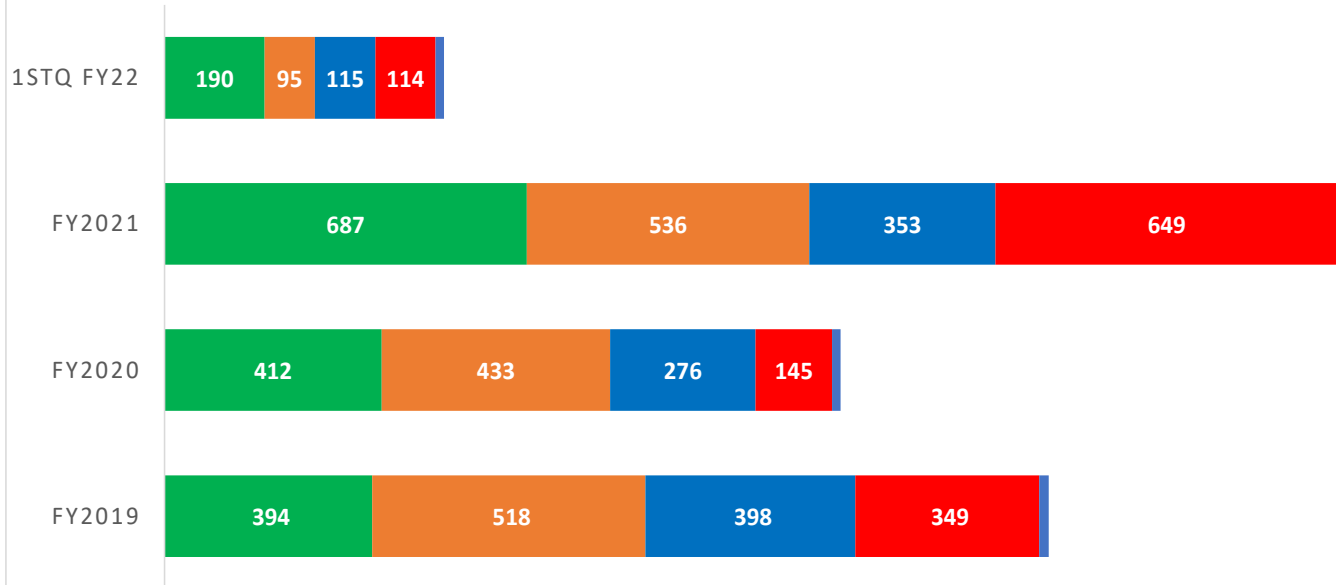
ACCOUNT NAME	1stQ FY21	1stQ FY22	C=B-A	C/A
	Actual	Actual		
DEMAND - excavator 6t over	2,732	3,338	606	22%
SALES	364	538	174	48%
MARKET SHARE	13.3%	16.1%	2.8%	21%

DEMAND - Mini Excavator	305	473	168	55%
SALES	53	139	86	162%
MARKET SHARE	17.4%	29.4%	12.0%	69%
DEMAND - Wheel Loader	150	202	52	35%
SALES	12	9	(3)	-25%
MARKET SHARE	8.0%	4.5%	-3.5%	-44%
DEMAND - Bell Product	43	60	17	40%
SALES	3	-	(3)	100%
MARKET SHARE	0.0%	0.0%	0.0%	100%

Excavator Sales 6ton Over (by sector)

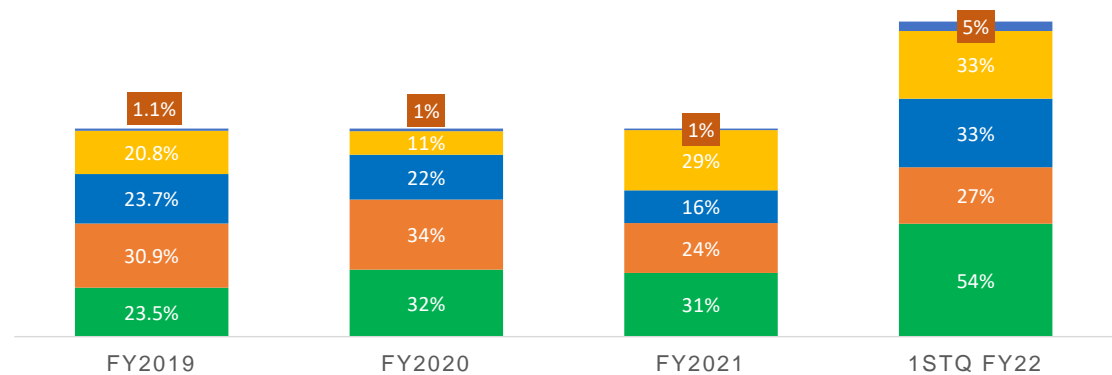
EXCAVATOR SALES BY SECTOR

■ Agro
 ■ Forestry
 ■ Construction
 ■ Mining
 ■ Other



EXCAVATOR SALES BY SECTOR

■ Agro
 ■ Forestry
 ■ Construction
 ■ Mining
 ■ Other



Other Information

Informasi Lainnya

Shareholder Composition



CLASSIFICATION OF SHAREHOLDERS										as of 30 June 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	
Foreign										
Individual (Ind, Kar, Alm)	1,142,600	0.136%	56	0	0.000%	0	1,142,600	0.136%	56	
Corporate (PT, CV, GOV)	765,589,059	91.142%	85	78	0.000%	1	765,589,137	91.142%	86	Including HCM, Itochu & HMAP
Sub Total	766,731,659	91.278%	141	78	0.000%	1	766,731,737	91.278%	142	
Domestic (Local)										
Individual (Ind, Kar, Alm)	68,975,700	8.211%	7,683	600	0.000%	28	68,976,300	8.211%	7,711	
Corporate (PT, CV, GOV)	2,446,400	0.291%	12	63	0.000%	2	2,446,463	0.291%	14	
Mutual Fund (Danareksa)	1,039,500	0.124%	9	-	-	-	1,039,500	0.124%	9	
Insurance (Asuransi)	-	0.000%	-	-	-	-	-	0.000%	-	
Pension Fund (Yayasan)	6,000	0.001%	3	-	-	-	6,000	0.001%	3	
Coop (Koperasi)	800,000	0.095%	2	-	-	-	800,000	0.095%	2	
Sub Total	73,267,600	8.722%	7,709	663	0.000%	30	73,268,263	8.722%	7,739	
Total Hexindo Shares	839,999,259	100.000%	7,850	741	0.000%	31	840,000,000	100.000%		

7.881

Compared to the report of stock movement in Mar22, shareholders experienced a significant improved from the previous number of 5.866 shareholder names to 7.881 shareholder names due to increasing share price during first quarter FY2022.

Shareholder Composition



CONTROLLER SHAREHOLDERS WITH >5%

as of 30 June 2022

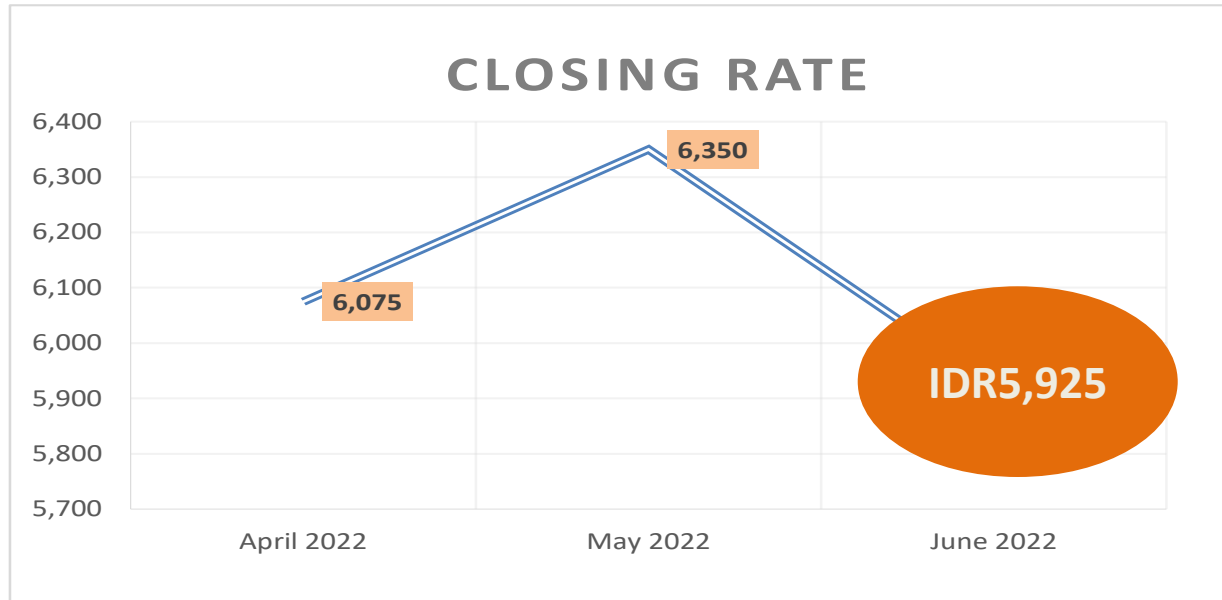
Shareholder Name	Participant Name	Shares	Ownership (%)
Itochu Corporation	-	210,400,000	25.05%
Hitachi Construction Machinery Co Ltd, Japan	-	408,180,000	48.59%
Hitachi Construction Machinery Asia and Pasific Pte Ltd, Singapore	Nikko Securities	42,620,000	5.07%

SHAREHOLDER WITH >1%-<5%

as of 30 June 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 1stQ FY2022



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 1st quarter year 2022 with the lowest share price recorded by the end of June 2022 which was IDR5.925 and decreased +4% was reached **IDR6,150 by the end of fiscal year 2021.**

TERIMA KASIH