



HEXINDO

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3rd Q FY20 Performance Result PT Hexindo Adiperkasa Tbk

January 2021

FINANCIAL PERFORMANCE KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	Dec-20	2019	2018	2017	2016	2015	2014	2013	Description
Penjualan Bersih	172,098	424,431	461,333	343,228	299,258	275,437	392,670	478,432	Net Revenues
Laba Kotor	48,471	107,900	96,522	70,508	55,921	48,161	68,732	73,569	Gross Profit
Laba Usaha	20,808	53,548	50,519	30,538	23,577	10,068	26,241	30,035	Operating Income
Marjin Laba Kotor	28%	25%	21%	21%	19%	17%	18%	15%	Gross Profit Margin
Laba Bersih	20,683	38,437	37,600	22,549	18,072	7,514	19,351	21,921	Net Income
Laba Bersih per Saham		0.046	0.045	0.027	0.020	0.009	0.022	0.026	Net Earnings per Share
Jumlah Aktiva	245,357	266,023	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	207,112	224,443	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Aktiva Tidak Lancar	35,150	41,580	42,581	45,083	49,011	50,867	51,938	55,653	Non Current Asset
Jumlah Kewajiban	77,097	87,696	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Lancar	67,768	77,656	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	168,260	178,327	169,289	150,303	142,307	228,716	228,104	217,587	Equity
Total liabilitis & Ekuitas	245,357	266,023	346,312	283,350	239,279	281,605	378,702	403,582	Total Liabilities & Equity
Total Modal Kerja	139,344	146,787	137,857	115,190	103,071	187,539	184,316	168,102	Total Working Capital

Financial Performance [Apr–Dec 2020]



ACCOUNT NAME	FY2019(A)	FY2020 (B)	B / A	C = B-A	C / A
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	320,432	172,098	54%	(148,334)	-46%
GROSS PROFIT	80,044	48,471	61%	(31,573)	-39%
OPERATING EXPENSES	(34,451)	(27,529)	80%	6,922	-20%
INCOME BFR INTEREST	45,859	26,805	58%	(19,054)	-42%
NET INCOME	33,418	20,683	62%	(12,735)	-38%

ACCOUNT NAME	FY2019 (A)		FY2020 (B)		C= B-A	C/A
	AMOUNT		AMOUNT			
UNIT	186,988		78,477		(108,511)	-58%
SPARE PARTS	78,496		49,145		(29,351)	-37%
SERVICES & MAINTENANCE	54,949		44,476		(10,473)	-19%
TOTAL SALES	320,432		172,098		(148,334)	-46%
UNIT	23,397	12.5%	8,879	11.3%	(14,518)	-62%
SPARE PARTS	30,403	38.7%	18,105	36.8%	(12,298)	-40%
SERVICES & MAINTENANCE	26,243	47.8%	21,487	48.3%	(4,756)	-18%
TOTAL GP	80,044	25.0%	48,471	28.2%	(31,572)	-39%

	FY2019	FY2020		
DEMAND (EXC. 6T OVER)	5,248	4,055	(1,193)	-23%
SALES	1,150	729	(421)	-37%
MARKET SHARE	21.90%	18.00%	3.90%	-18%

1. 1Q-3Q FY2020 demand of H/E (Excavator 6T over) decreased 23% and actual sales decreased 37% (Qty) compared with 1Q-3Q FY2019.
2. Market share was decreased 3.9% from 21.9% to 18.0%
3. PS sales in 1Q-3Q FY2020 was 70% against 1Q-3Q FY2019 due to Mining activity decrease in 3Q FY2020 with the decreasing of sales part.
4. GP margin of PS total in 1Q-3Q FY2020 almost same with 1Q-3Q FY2019. GP ratio part decreased from 38.7% to 36.8% and service and FMC increase 47.8% to 48.3%

Financial Ratio [Apr–Dec 2020]

Financial Ratio	3rd Q FY19	3rd Q FY20
General		
Days of Inventories	178	270
Cash Cycle	180	290
Liquidity Ratio		
Current Ratio : CA vs. CL	229%	306%
Solvency Ratio		
Liabilities vs. Equity Ratio	70%	46%
Debt vs. Equity Ratio	5%	3%
Profitability Ratio		
Return on Equity	19%	12%
Return on Asset	11%	8%
Return on Sales	10%	12%
Asset Turnover	109%	70%
Leverage	170%	146%
ROI	21%	11%

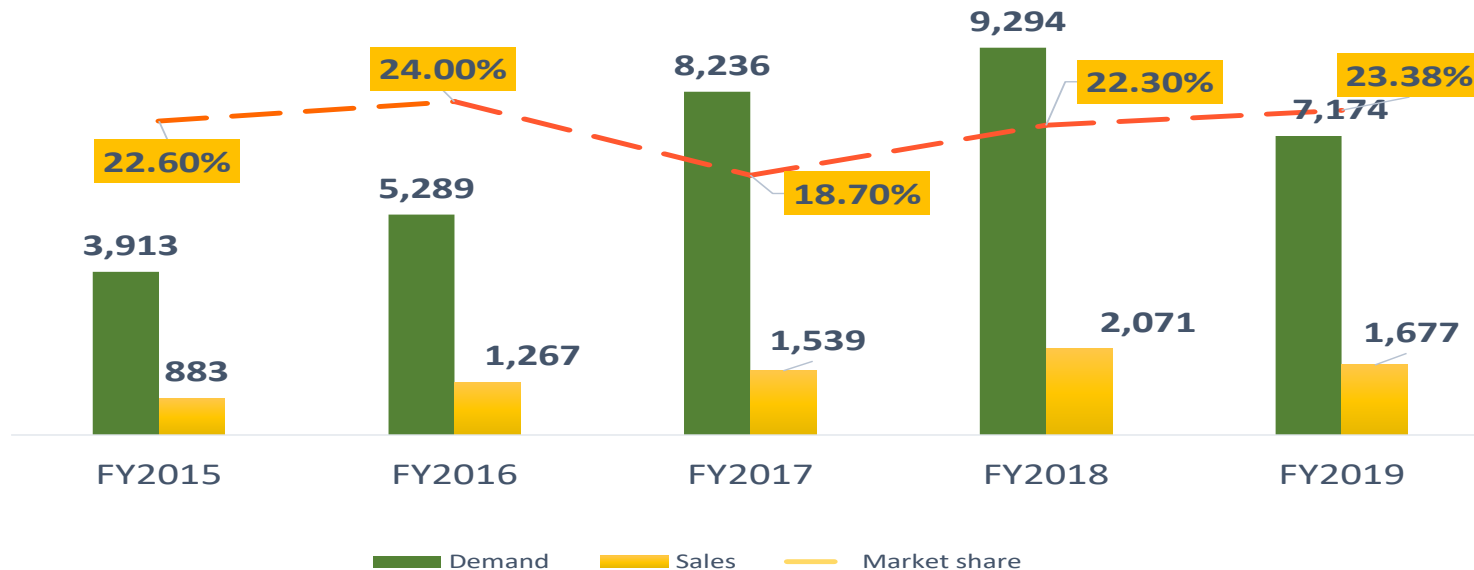
SALES PERFORMANCE KINERJA PENJUALAN

Sales Performance

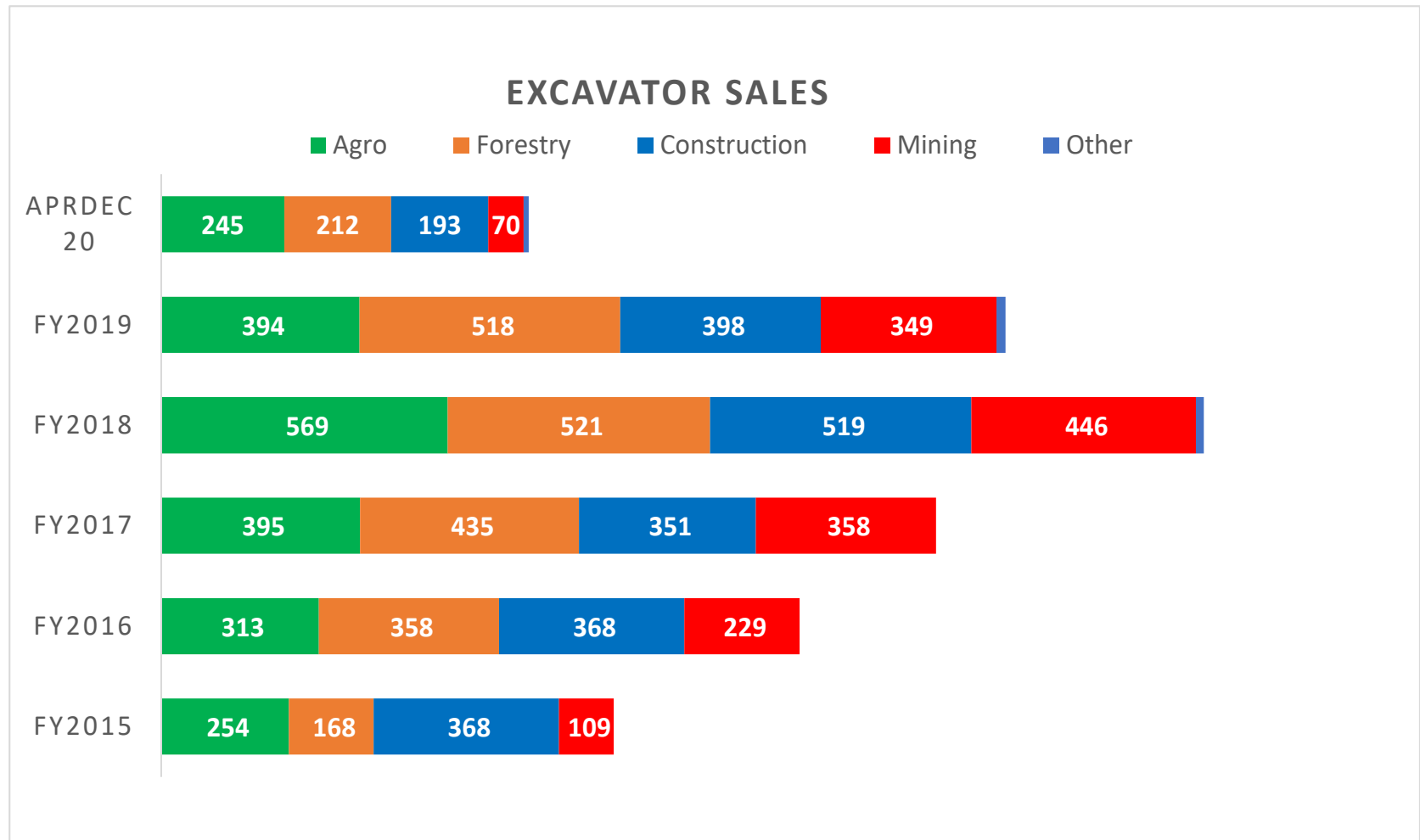


Hitachi Products	Demand		Sales		Share	
	2019	AprDes20	2019	AprDes20	2019	AprDes20
1. Excavator (6t over)	7,174	3,490	1677	627	23.38%	18.00%
2. Wheel Loader	958	225	47	6	4.91%	2.70%
3. Mini Excavator	923	493	300	127	32.50%	25.80%

Bell Products	Demand		Sales		Share	
	2019	AprDes20	2019	AprDes20	2019	AprDes20
1. Articulated Dump Truck	136	48	24	-	17.65%	0.00%



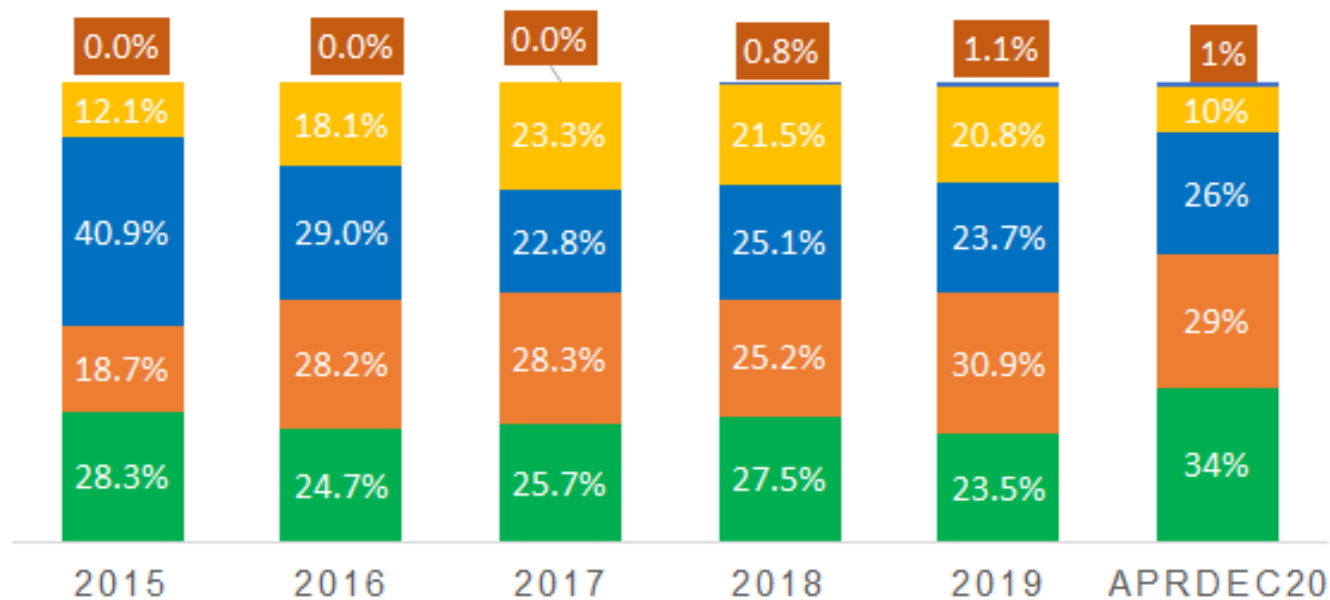
Excavator Sales - 6ton Over - Qty



Excavator Sales 6ton Over - %

EXCAVATOR SALES BY SECTOR

■ Agro ■ Forestry ■ Construction ■ Mining ■ Other



- ✓ Hexindo heavy equipment sales until December 20 reached 885 units which is a contribution from the sector; Agro 245unit (34%), Forestry 212unit (29%), Construction 193unit (26%), Mining 70unit (10%), Lain2 10unit (1%), Wheel Loader 12unit and Mini Excavator 145 units.
- ✓ Within 9 months the excavator sales performance of >6ton excavators throughout the 2020 financial year reached a market share of 18%.

Other Information

Shareholder Composition



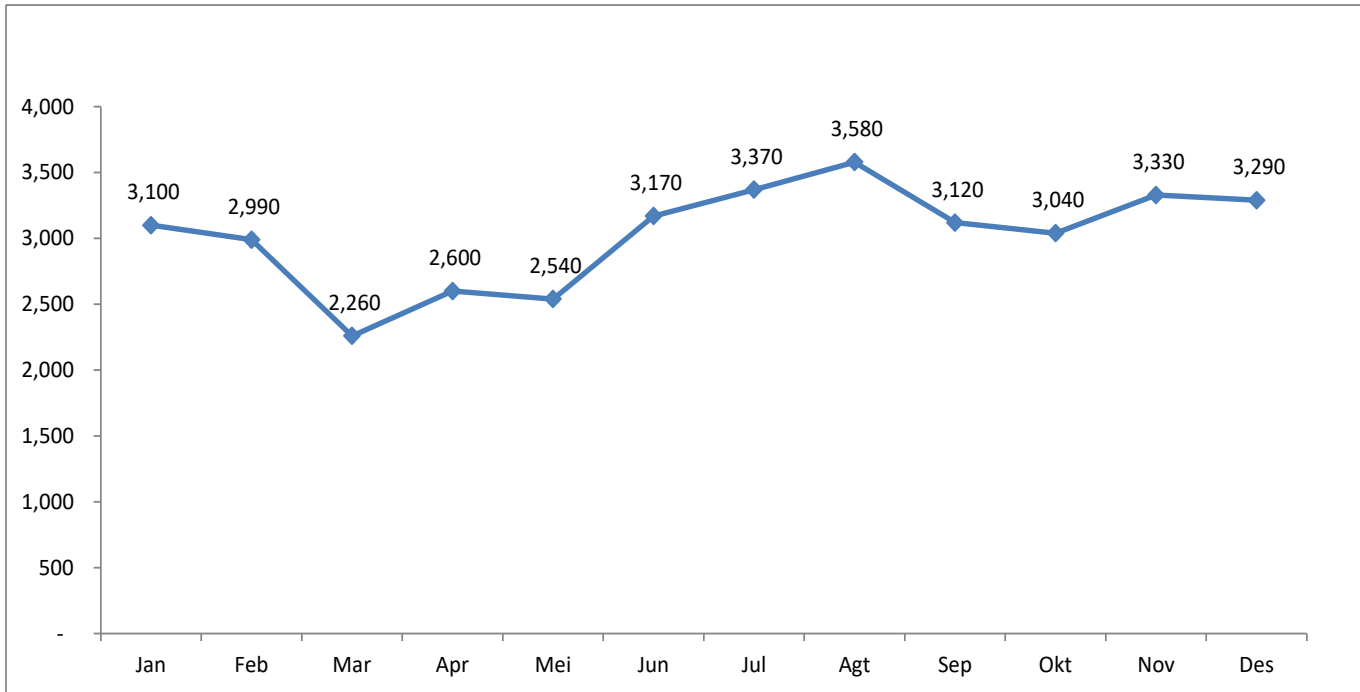
CLASSIFICATION OF SHAREHOLDERS

as of 31 December 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)	588	0.000%	26	-	0.000%	-	
Corporate (PT, CV, GOV)	20	0.000%	1	35	0.000%	1	
Sub Total	608	0.000%	27	35	0.000%	1	
Total				643	0.00%	28	
Ownership in Standard Trade Units							
Individual (Ind, Kar, Alm)	55,499,712	6.607%	2,979	1,444,200	0.172%	25	
Corporate (PT, CV, GOV)	2,256,219	0.269%	9	777,534,826	92.564%	56	Including HCM, Itochu & HMAP
Mutual Fund (Danareksa)	706,900	0.084%	5	-	-	-	
Insurance (Asuransi)	1,730,500	0.206%	1	-	-	-	
Pension Fund (Yayasan)	27,000	0.003%	3	-	-	-	
Coop (Koperasi)	800,000	0.095%	2				
Sub Total	61,020,331	7.338%	2,999	778,979,026	92.662%	81	
Total				839,999,357	100.00%	3,080	
Total Hexindo Shares				840,000,000	100%	3,108	

Compared to the report of stock movement in Sep 2020, shareholders experienced a slight movement from the previous number of 3,296 PS names to 3,108.

Share Price Movement



Bulan	Tahun
Jan	3,100
Feb	2,990
Mar	2,260
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

Our Product



TERIMA KASIH