



HEXINDO

ONE HEXINDO

YOUR NEIGHBOR IS YOUR CUSTOMER



3rdQ FY21 Performance Result PT Hexindo Adiperkasa Tbk

Dec 2021

FINANCIAL PERFORMANCE

KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	3rdQ FY2021	FY2020	FY2019	FY2018	FY2017	FY2016	FY2015	FY2014	FY2013	Description
Penjualan Bersih	308,871	264,010	424,431	461,333	343,228	299,258	275,437	392,670	478,331	Net Revenues
Laba Kotor	81,665	69,464	107,900	96,522	70,508	55,921	48,162	68,732	73,569	Gross Profit
Laba Usaha	47,934	32,981	53,548	50,519	30,538	23,577	10,068	26,242	30,035	Operating Income
MARGIN Laba Kotor	26%	26%	25%	21%	21%	19%	17%	18%	15%	Gross Profit Margin
Laba Bersih	38,907	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	273,257	256,230	266,023	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	232,735	214,360	224,443	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Aktiva Tidak Lancar	36,698	41,870	41,580	42,581	45,083	49,011	50,867	51,938	55,653	Non Current Asset
Jumlah Kewajiban	130,509	81,911	87,696	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Lancar	118,079	70,398	77,656	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	142,748	174,319	178,327	169,289	150,303	142,307	228,716	228,104	217,587	Equity
Total liabilitis & Ekuitas	273,257	256,230	266,023	346,312	283,350	239,279	281,605	378,702	403,582	Total Liabilities & Equity
Total Modal Kerja	114,656	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 Q3FY2021 (KUSD)



as of 31 Dec 2021

ACCOUNT NAME	3rdQ FY2021 (B)	3rdQ FY2021 (A)	A/B	3rd QHY2020 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	265,292	308,871	116%	172,098	179%
GROSS PROFIT	65,461	81,665	125%	48,471	168%
OPERATING EXPENSES	35,980	33,731	107%	27,529	123%
OPERATING INCOME	29,482	47,934	163%	20,942	229%
NET INCOME	22,110	38,907	176%	20,683	188%

ACCOUNT NAME	3rdQ FY2021 (B)	3rdQ FY2021 (A)	A/B	3rd QHY2020 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	135,492	181,688	134%	78,178	232%
SPARE PARTS	73,487	77,992	106%	49,145	159%
SERVICE & MAIN	54,013	47,511	114%	44,476	107%
RENTAL & USED	2,301	1,580	146%	300	527%
TOTAL SALES	265,292	308,871	86%	172,098	179%
UNIT	14,218	27,340	192%	8,843	309%
SPARE PARTS	27,492	28,181	103%	16,105	175%
SERVICE & MAIN	23,532	25,395	108%	21,487	118%
RENTAL & USED	219	749	29%	36	2081%
TOTAL GP	65,461	81,665	125%	48,471	168%

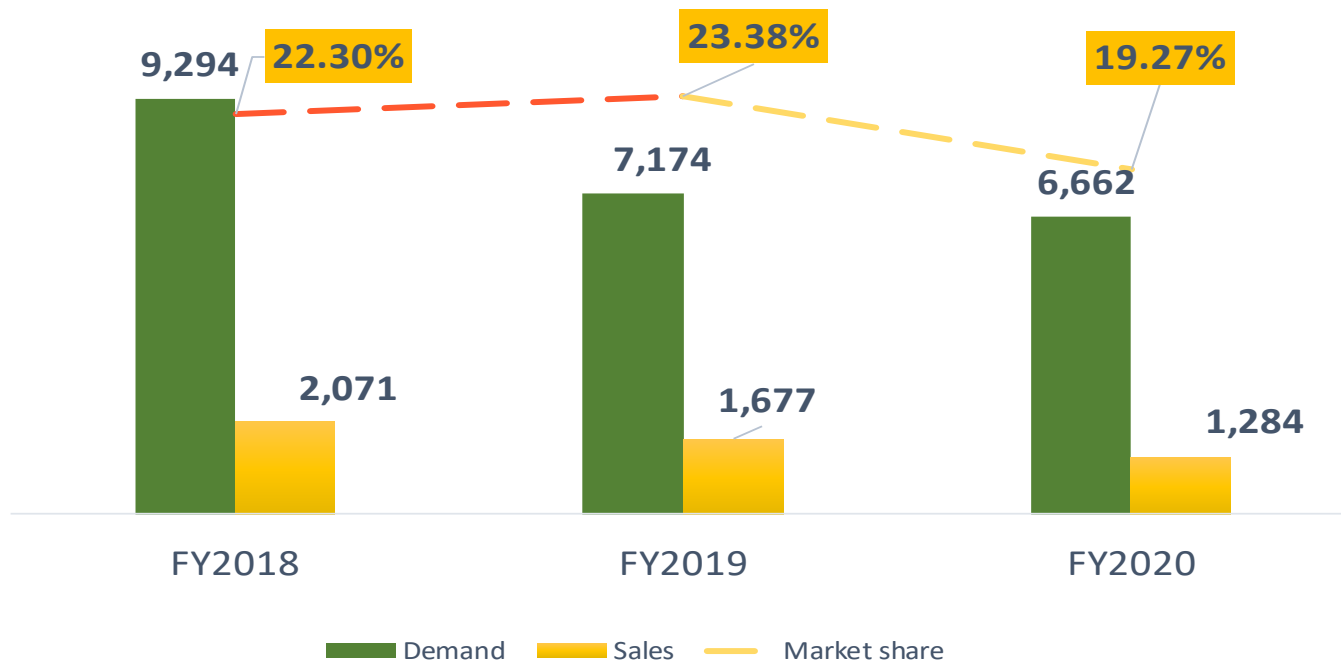
Financial Ratio	FY2020	3rdQ FY2020	3rdQ FY2021
General			
Days of Inventories	202	270	150
Cash Cycle	230	290	133
Liquidity Ratio			
Current Ratio : CA vs. CL	307%	306%	197%
Solvency Ratio			
Liabilities vs. Equity Ratio	47%	46%	91%
Debt vs. Equity Ratio	0%	3%	3%
Profitability Ratio			
Return on Equity	15%	12%	27%
Return on Asset	10%	8%	14%
Return on Sales	10%	12%	13%
Asset Turnover	104%	70%	113%
Leverage	147%	146%	191%
ROI	14%	11%	23%

SALES PERFORMANCE

KINERJA PENJUALAN

Sales Performances

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									
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%



Sales Performances



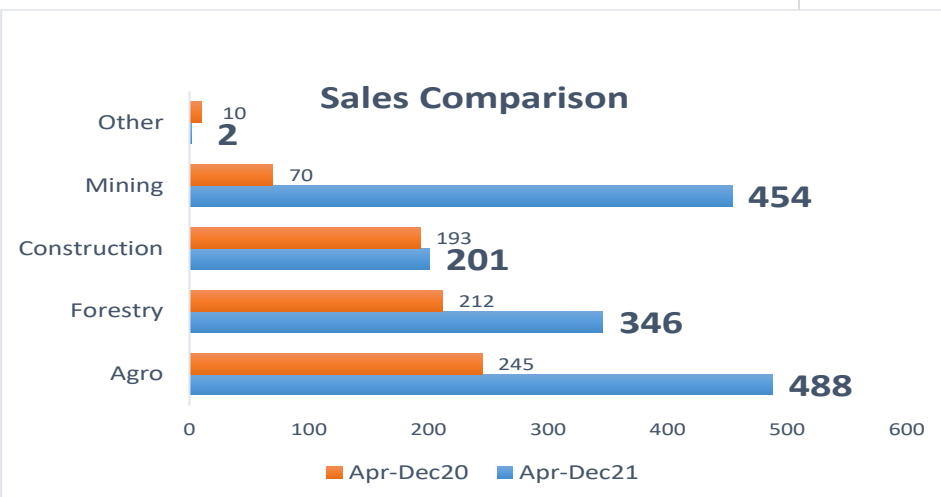
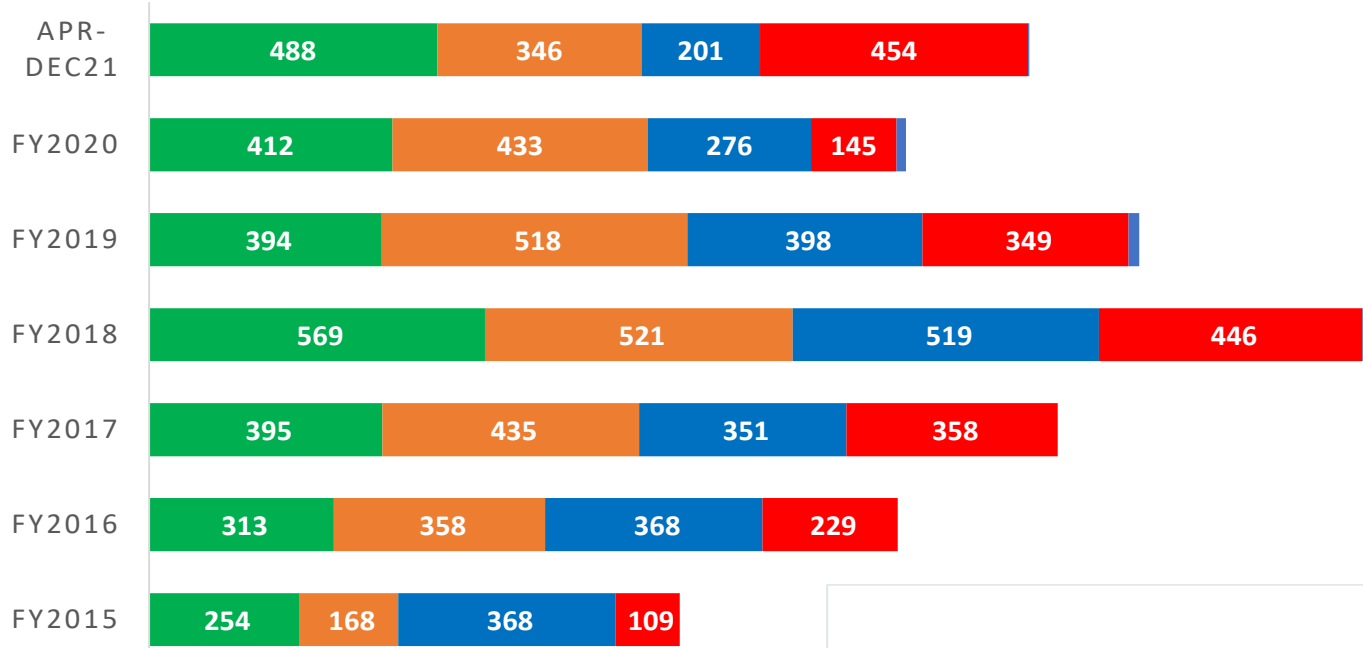
ACCOUNT NAME	Apr-Dec2020 (A)	Apr-Dec2021	C=B-A	C/A
	Actual	Actual		
DEMAND - excavator 6t over	4,055	9,430	5,375	133%
SALES	729	1,503	774	106%
MARKET SHARE	18.0%	15.9%	-2.0%	-11%

DEMAND - Mini Excavator	571	1,241	670	117%
SALES	145	276	131	90%
MARKET SHARE	25.4%	22.2%	-3.2%	-12%
DEMAND - Wheel Loader	276	539	263	95%
SALES	12	35	23	192%
MARKET SHARE	4.3%	6.5%	2.1%	49%
DEMAND - Bell Product	50	178	128	256%
SALES	-	3	3	100%
MARKET SHARE	0.0%	1.7%	1.7%	100%

Excavator Sales 6ton Over

EXCAVATOR SALES

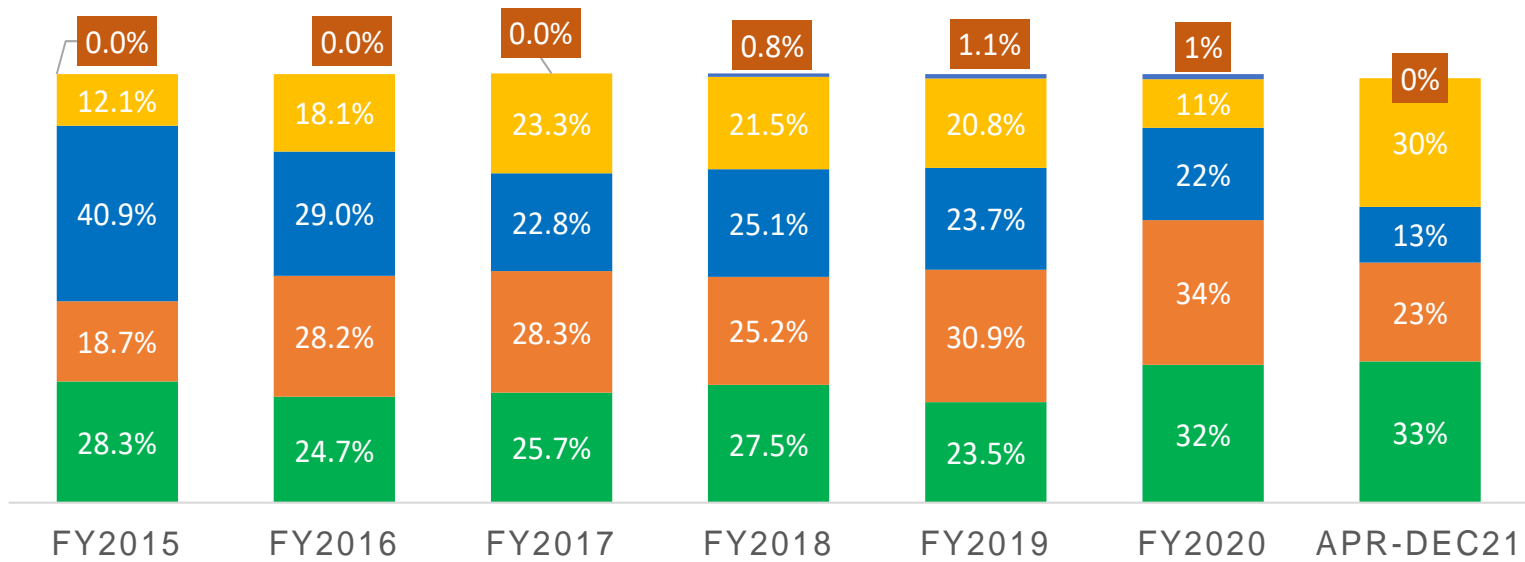
■ Agro
 ■ Forestry
 ■ Construction
 ■ Mining
 ■ Other



Excavator Sales 6ton Over

EXCAVATOR SALES BY SECTOR

■ Agro ■ Forestry ■ Construction ■ Mining ■ Other



Other Information

Informasi Lainnya

Shareholder Composition



CLASSIFICATION OF SHAREHOLDERS										as of 31 December 2021
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)	1,524,000	0.181%	40	0	0.000%	0	1,524,000	0.181%	40	
Corporate (PT, CV, GOV)	768,402,946	91.477%	79	35	0.000%	1	768,402,981	91.477%	80	Including HCM, Itochu & HMAP
Sub Total	769,926,946	91.658%	119	35	0.000%	1	769,926,981	91.658%	120	
Domestic (Local)										
Individual (Ind, Kar, Alm)	64,179,500	7.640%	4,829	600	0.000%	28	64,180,100	7.640%	4,857	
Corporate (PT, CV, GOV)	2,500,900	0.298%	11	119	0.000%	2	2,501,019	0.298%	13	
Mutual Fund (Danareksa)	834,400	0.099%	5	-	-	-	834,400	0.099%	5	
Insurance (Asunransi)	1,730,500	0.206%	1	-	-	-	1,730,500	0.206%	1	
Pension Fund (Yayasan)	27,000	0.003%	3	-	-	-	27,000	0.003%	3	
Coop (Koperasi)	800,000	0.095%	2	-	-	-	800,000	0.095%	2	
Sub Total	70,072,300	8.342%	4,851	719	0.000%	30	70,073,019	8.342%	4,881	
Total Hexindo Shares	839,999,246	100.000%	4,970	754	0.000%	31	840,000,000	100.000%	5,001	

5,001

Compared to the report of stock movement in Sep21, shareholders experienced a decreased from the previous number of 55,67 shareholder names to 5,001 shareholder names due to increasing share price by the end of year 2021.

Shareholder Composition



CONTROLLER SHAREHOLDERS WITH > 5%

as of 31 Dec 2021

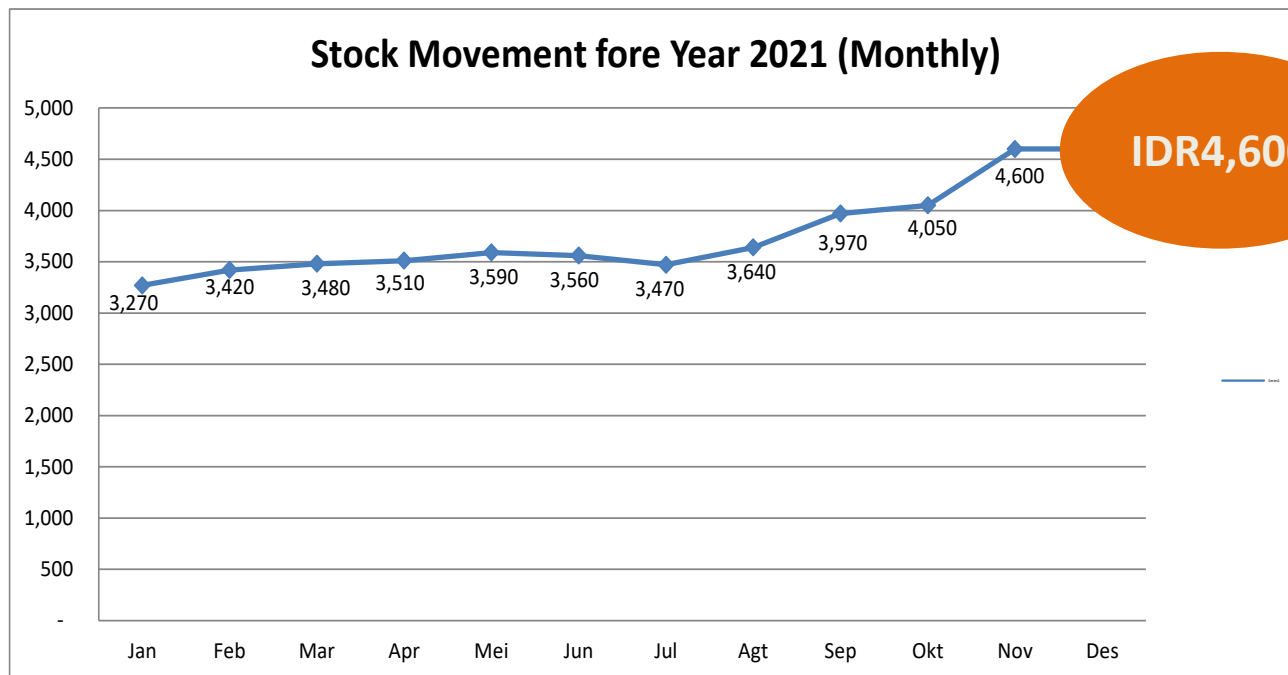
Shareholder Name	Participant Name	Shares	Ownership (%)
Itochu Corporation	-	210,400,000	25.05%
Hitachi Construction Machinery Co Ltd, Japan	-	408,180,000	48.59%
Hitachi Construction Machinery Asia and Pasifi	Nikko Securities	42,620,000	5.07%

SHAREHOLDER WITH >1%-<5%

as of 31 Dec 2021

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	24,627,600	2.93%
JPMBL SA UCITS CLT RE-FRANKLIN TEMPLETON INVESTMENT FUNDS	PT Bank HSBC Indonesia	25,330,200	3.02%

Share Movement during year 2021



Month	Close
Jan	3,270
Feb	3,420
Mar	3,480
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

Monthly share movement during year 2021 with the lowest share price recorded by the end of Jan 2021 which was only IDR3,270 and the highest was reached **IDR4,600 by the end of year 2021**. Up-down share price is much depending on some internal – external factors such as company fundamental – like good financial result, corporate action, government policy & market psychological aspects. For HEXA case, seems depending on our good fundamental financial result which is showing good result with positive net profit although in the unfavorable business situation.

Our Products



TERIMA KASIH