

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



3rdQ FY2023 Performance Result PT Hexindo Adiperkasa Tbk

Jan 2024

FINANCIAL PERFORMANCE

KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	3dQ FY2023	FY2022	FY2021	FY2020	FY2019	FY2018	Description
Penjualan Bersih	478.273	630.495	463.263	264.010	424.431	461.333	Net Revenues
Laba Kotor	107.500	124.965	116.401	69.464	107.900	96.522	Gross Profit
Laba Usaha	60.602	70.126	69.494	32.981	53.548	50.519	Operating Income
Marjin Laba Kotor	22%	20%	25%	26%	25%	21%	Gross Profit Margin
Laba Bersih	43.851	51.620	55.083	25.597	38.437	37.600	Net Income
Laba Bersih per Saham		0.061	0.066	0,030	0,046	0,045	Net Earnings per Share
Jumlah Aktiva	416.691	463.332	304.648	256.230	266.023	346.312	Total Assets
Aktiva Lancar	353.742	403.744	260.977	214.360	224.443	303.731	Current Assets
Aktiva Tidak Lancar	62.950	59.588	43.671	41.870	41.580	42.581	Non Current Asset
Jumlah Kewajiban	248.376	297.572	144.945	81.911	87.696	177.023	Total Liabilities
Kewajiban Lancar	232.968	284.201	133.011	70.398	77.656	165.874	Current Liabilities
Ekuitas	168.316	165.761	159.703	174.319	178.327	169.289	Equity
Total liabilitis & Ekuitas	416.691	463.332	304.648	256.230	266.023	346.312	Total Liabilities & Equity
Total Modal Kerja	120.774	119.543	127.966	143.962	146.787	137.857	Total Working Capital

*FY starts from 1 April - 31 March

Financial Performance



ACCOUNT NAME	3rdQ FY2023 (F)	3rdQ FY2023 (A)	A/B	3rdQ FY2022 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	468.855	478.273	102%	410.358	117%
GROSS PROFIT	102.230	107.500	105%	85.084	126%
OPERATING EXPENSES	(45.765)	(46.898)	102%	(41.138)	114%
OPERATING INCOME	56.466	60.602	107%	43.946	138%
NET INCOME	41.110	43.851	107%	34.984	125%

ACCOUNT NAME	3rdQ FY2023 (F)	3rdQ FY2023 (A)	A/B	3rdQ FY2022 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	297.707	306.255	103%	258.071	119%
SPARE PARTS	98.212	97.524	99%	95.578	102%
SERVICE & MAINTENANCE	61.366	64.057	779%	52.050	919%
RENTAL & USED	11.570	10.437	90%	4.659	224%
TOTAL SALES	468.855	478.273	102%	410.358	117%
UNIT	31.472	34.515	110%	30.554	113%
SPARE PARTS	35.859	36.087	101%	31.988	113%
SERVICE & MAIN	33.412	34.896	104%	21.208	165%
RENTAL & USED	1.488	2.001	134%	1.334	150%
TOTAL GP	102.230	107.500	105%	85.084	126%

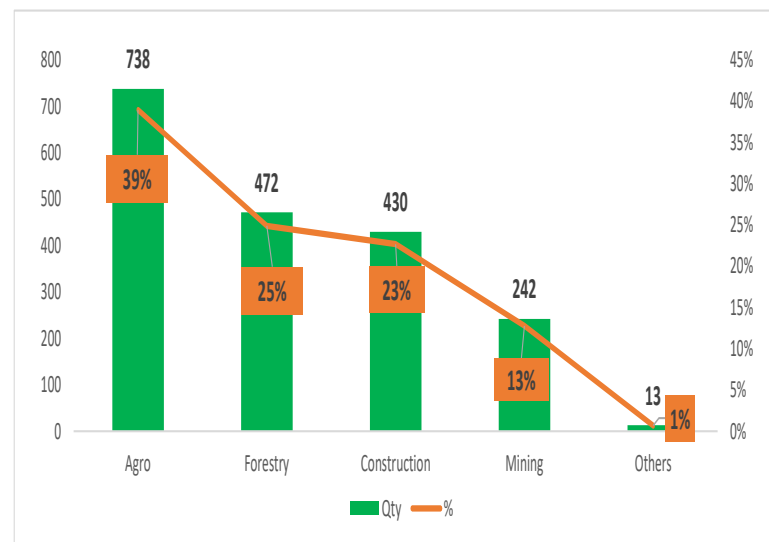
Financial Ratio	3rdQ FY22	3rdQ FY23
General		
Days of Inventories	216	157
Cash Cycle	171	145
Liquidity Ratio		
Current Ratio : CA vs. CL	138%	150%
Solvency Ratio		
Liabilities vs. Equity Ratio	194%	148%
Debt vs. Equity Ratio	76%	61%
Profitability Ratio		
Return on Equity	23%	26%
Return on Asset	8%	11%
Return on Sales	9%	9%
Asset Turnover	93%	115%
Leverage	294%	248%
ROI	14%	18%

SALES PERFORMANCE

KINERJA PENJUALAN

Sales Performances

Products	FY22	3rdQ FY22	3rdQ FY23
EXCAVATOR 6TON OVER			
Sales	2.847	1.811	1.895
Demand	15.150	11.048	9.493
MS	18,8%	16,4%	20,0%
MINI EXCAVATOR			
Sales	498	373	216
Demand	1.894	1.439	1.086
MS	26,3%	25,9%	19,9%
WHEEL LOADER			
Sales	53	33	27
Demand	688	536	424
MS	7,7%	6,2%	6,4%
RIGID DUMP TRUCK			
Sales	19	19	22
Demand	1.483	1.483	1.059
MS	1,3%	1,3%	2,1%
ARTICULATED DUMP TRUCK			
Sales	30	20	33
Demand	412	259	379
MS	7,3%	7,7%	8,7%



6T over Sales by Segment

Other Information

Informasi Lainnya

Shareholder Composition



CLASSIFICATION OF SHAREHOLDERS

as of 31 December 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)	732.400	0,087%	72	0	0,000%	0	732.400	0,087%	72	
Corporate (PT, CV, GOV)	742.284.142	88,367%	89	82	0,000%	1	742.284.224	88,367%	90	Including HCM, Itochu & HMAP
Sub Total	743.016.542	88,454%	161	82	0,000%	1	743.016.624	88,454%	162	
Domestic (Local)										
Individual (Ind, Kar, Alm)	93.558.995	11,138%	12.070	505	0,000%	25	93.559.500	11,138%	12.095	
Corporate (PT, CV, GOV)	2.306.300	0,275%	14	76	0,000%	2	2.306.376	0,275%	16	
Mutual Fund (Danareksa)	313.200	0,037%	3	-		-	313.200	0,037%	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	96.982.795	11,546%	12.091	581	0,000%	27	96.983.376	11,546%	12.118	
Total Hexindo Shares	839.999.337	100,000%	12.252	663	0,000%	28	840.000.000	100,000%	12,200	

Compared to the report of stock movement in Sep23, shareholders experienced a significantly increased from the previous number of 11,030 shareholder names to 12,200 shareholder names.

Shareholder Composition



SHAREHOLDER WITH >1%-<5%

as of 31 December 2023

Shareholder Name	Arranged by	Shares	Ownership (%)
JPMSE LUX RE UCITS CLT RE-FRANKLIN TEMPLETON INVESTM	PT Bank HSBC Indonesia	25.330.200	3.02%
DBS VICKERS SECS SINGAPORE (PTE) LTD A/C CLIENTS	PT DBS VICKERS SEKURITAS INDONESIA	16.747.700	1.99%
DB SPORE SES CLT A/C FOR PANGOLIN ASIA FUND-86413400	BUT DEUTSCHE BANK AG	10.225.600	1.22%

SHAREHOLDER WITH <1%

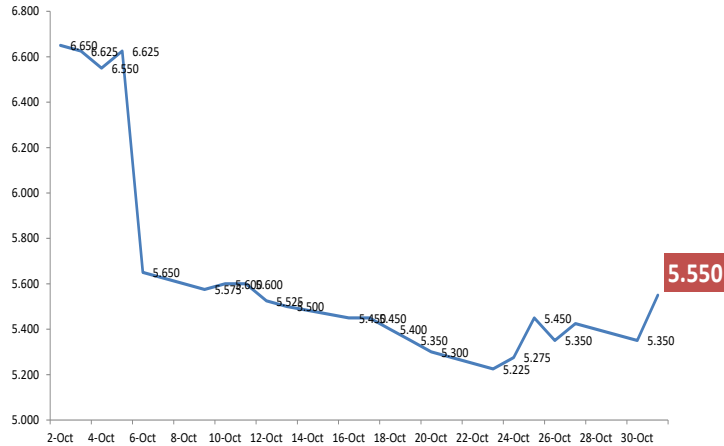
as of 31 December 2023

Shareholder Name	Arranged by	Shares	Ownership (%)
DRS RUSTAM EFFENDI		6.000.000	0.71%
LIM IK NEN	PT KB VALBURY SEKURITAS	5.803.400	0.69%
HJ. YUSLIZARTI	PT KOREA INVESTMENT AND SEKURITAS INDONESIA	5.588.000	0.67%
RUDI	BNI SEKURITAS, PT	3.735.000	0.44%
UOB KAY HIAN PTE LTD	PT UOB KAY HIAN SEKURITAS	3.685.800	0.44%
LIM IK TJE	PT KB VALBURY SEKURITAS	2.961.900	0.35%
HUSNI EFFENDY	MANDIRI SEKURITAS, PT	2.737.500	0.33%
PHILLIP SECURITIES PTE LTD	PT PHILLIP SEKURITAS INDONESIA	2.648.000	0.32%
H. IRYADI ARIFIN	PT KOREA INVESTMENT AND SEKURITAS INDONESIA	2.145.000	0.26%
PT. CORIN INVESTA CORPORA	PT SUCOR SEKURITAS	2.015.000	0.24%
SOCGEN S/A NANJIA CAPITAL ICAV	BUT. STANDARD CHARTERED BANK	2.004.340	0.24%
OCBC SECURITIES PTE LTD -CLIENT A/C	CITIBANK, N. A	1.991.800	0.24%
UBS SWITZERLAND AG-CLIENT ASSETS -2049584001	BUT DEUTSCHE BANK AG	1.611.200	0.19%
BNP PARIBAS NEW YORK BRANCH 3RD PTY - SEG	PT Bank HSBC Indonesia	1.275.000	0.15%

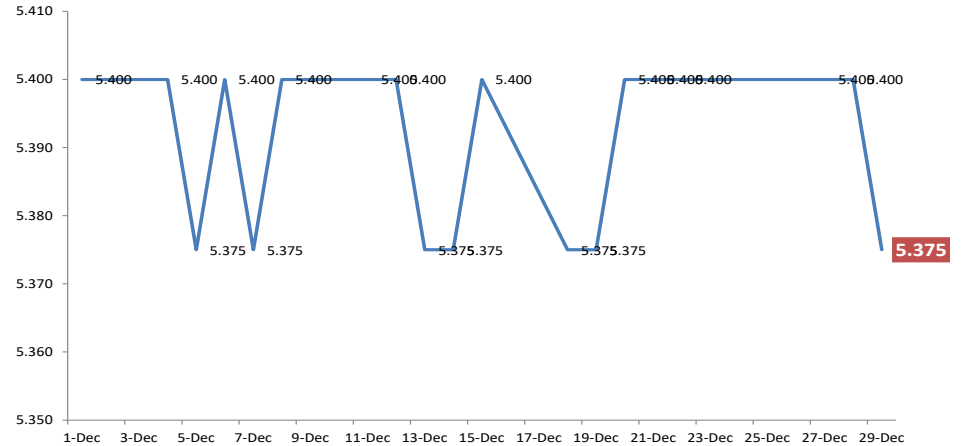
Share Movement during 3rd Q FY2023



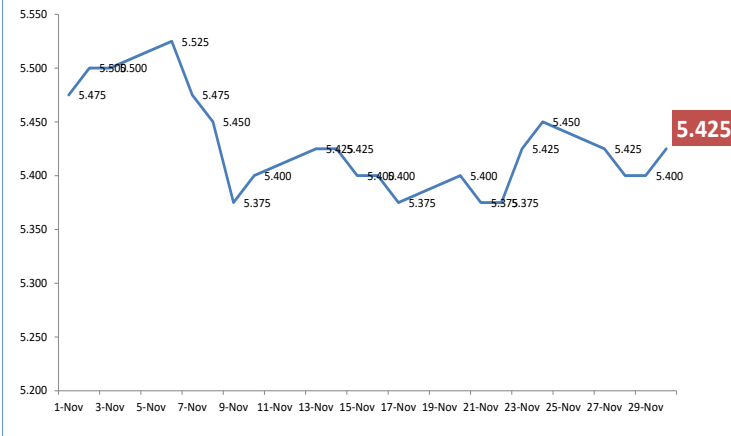
HEXA Share Price for Period Okt 2023



HEXA Share Price for Period Dec 2023



HEXA Share Price for Period Nov 2023



HEXA share price for three months is stable on the range of IDR5,300 – 5,500 December 29, 2023. for your updates, in the beginning of year 2024, share price is tends to increase – by 10th Jan 2024, it closed in rate IDR5.600.

Date	Close
1-Dec	5.400
4-Dec	5.400
5-Dec	5.375
6-Dec	5.400
7-Dec	5.375
8-Dec	5.400
11-Dec	5.400
12-Dec	5.400
13-Dec	5.375
14-Dec	5.375
15-Dec	5.400
18-Dec	5.375
19-Dec	5.375
20-Dec	5.400
21-Dec	5.400
22-Dec	5.400
27-Dec	5.400
28-Dec	5.400
29-Dec	5.375

TERIMA KASIH