



HEXINDO

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YOUR NEIGHBOR IS YOUR CUSTOMER



4th Q FY20 Performance Result PT Hexindo Adiperkasa Tbk

June 2021

FINANCIAL PERFORMANCE KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

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

*FY starts from 1 April - 31 March

Financial Performance



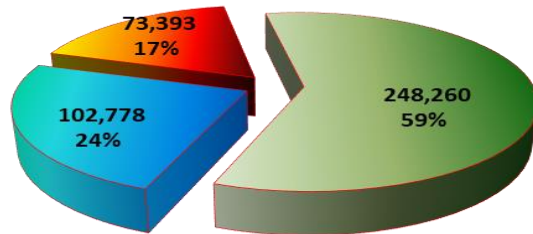
ACCOUNT NAME	FY2019 (A)		FY2020 (B)		B / A	C=B- A	C / A
	AMOUNT	%	AMOUNT	%			
REVENUE	424,431	100%	264,010	100%	62%	(160,421)	-38%
GROSS PROFIT	107,900	25%	69,464	26%	64%	(38,437)	-36%
OPERATING EXPENSES	(48,635)	-11%	(38,368)	-15%	79%	10,267	-21%
OTHER INCOME / EXPENSES	(5,718)	-1%	1,886	1%	-33%	7,603	-133%
INCOME BFR INTEREST	45,859	11%	32,981	12%	72%	(12,877)	-28%
NET INCOME	38,437	9%	25,597	10%	67%	(12,840)	-33%

ACCOUNT NAME	FY2019 (A)		FY2020 (B)		C=B- A	C / A
	AMOUNT	%	AMOUNT	%		
UNIT	248,260	58%	136,721	52%	(111,539)	-45%
SPARE PARTS	102,778	24%	68,403	26%	(34,375)	-33%
SERVICES & MAINT	73,393	17%	58,886	22%	(14,507)	-20%
TOTAL SALES	424,431	100.0%	264,010	100.0%	(160,421)	-38%
UNIT	29,565	11.9%	14,561	10.7%	(15,004)	-51%
SPARE PARTS	42,185	41.0%	27,633	40.4%	(14,552)	-34%
SERVICES & MAINT	36,150	49.3%	27,270	46.3%	(8,881)	-25%
TOTAL GP	107,900	25.4%	69,464	26.3%	(38,437)	-36%

DEMAND (excavator 6t over)	7,174	6,662	-512	-7%
SALES	1,679	1,286	-393	-23%
MARKET SHARE	23.4%	19.3%	-4.1%	-18%

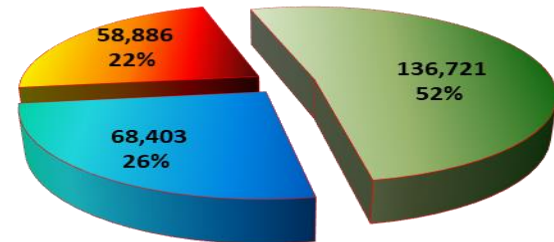
SALES

FY2019



UNIT SPARE PARTS SERVICES & MAINT

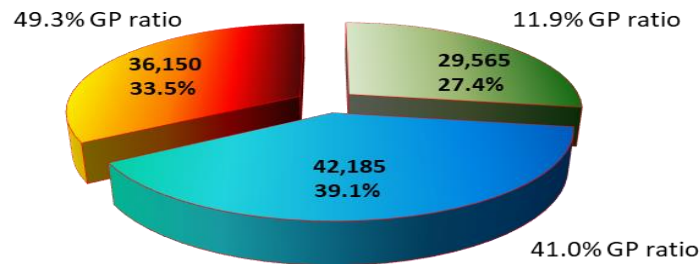
FY2020 (Thousand USD)



UNIT SPARE PARTS SERVICES & MAINT

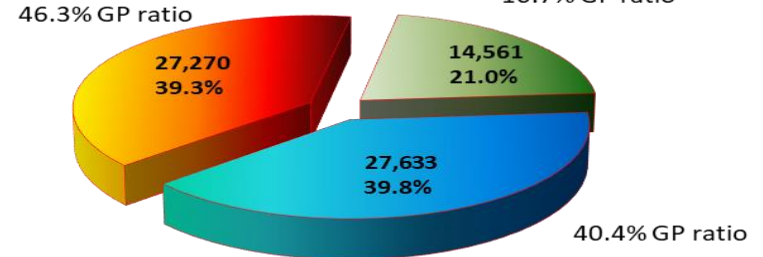
GP

FY2019



UNIT SPARE PARTS SERVICES & MAINT

FY2020



UNIT SPARE PARTS SERVICES & MAINT

1. FY2020 demand of H/E (Excavator 6T over) decreased 7% and actual sales decreased 23% (Qty) compared with FY2019.
2. Market share (Excavator 6T over) was decreased 4.1% from 23.4% to 19.3%
3. PS sales in FY2020 was 72% against FY2019 due to Mining activity decrease in FY2020 with the decreasing of sales part and maintenance.
4. GP Margin Total of machine and PS improve in FY2020. GP ratio part increased from 25.4% to 26.3%

Financial Ratio	FY2018	FY2019	FY2020
General			
Days of Inventories	162	156	202
Cash Cycle	164	173	230
Current Ratio : CA vs. CL			
	176%	289%	307%
Solvency Ratio			
Liabilities vs. Equity Ratio	112%	49%	47%
Debt vs. Equity Ratio	23%	0%	0%
Profitability Ratio			
Return on Equity	22%	22%	15%
Return on Asset	10%	15%	10%
Return on Sales	8%	9%	10%
Asset Turnover	129%	160%	104%
Leverage	212%	149%	147%
ROI	21%	25%	14%

SALES PERFORMANCE KINERJA PENJUALAN

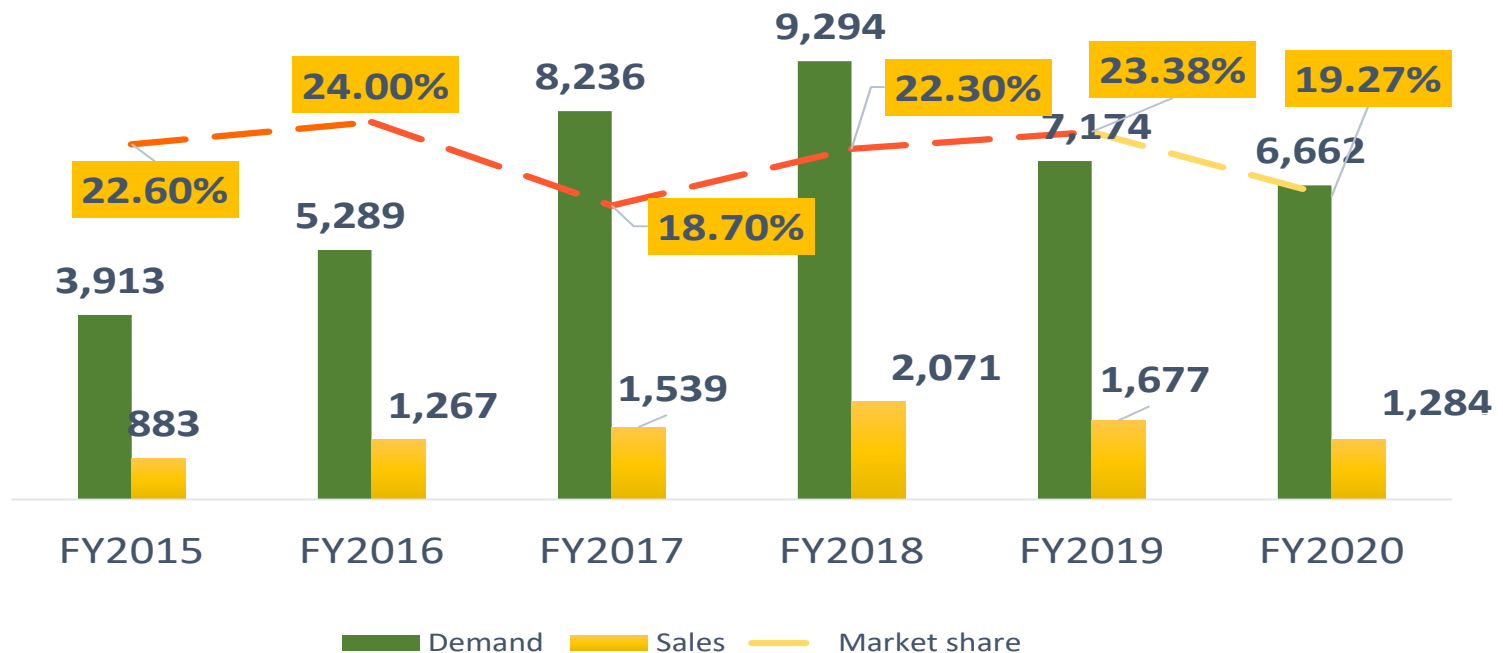
Sales Performance



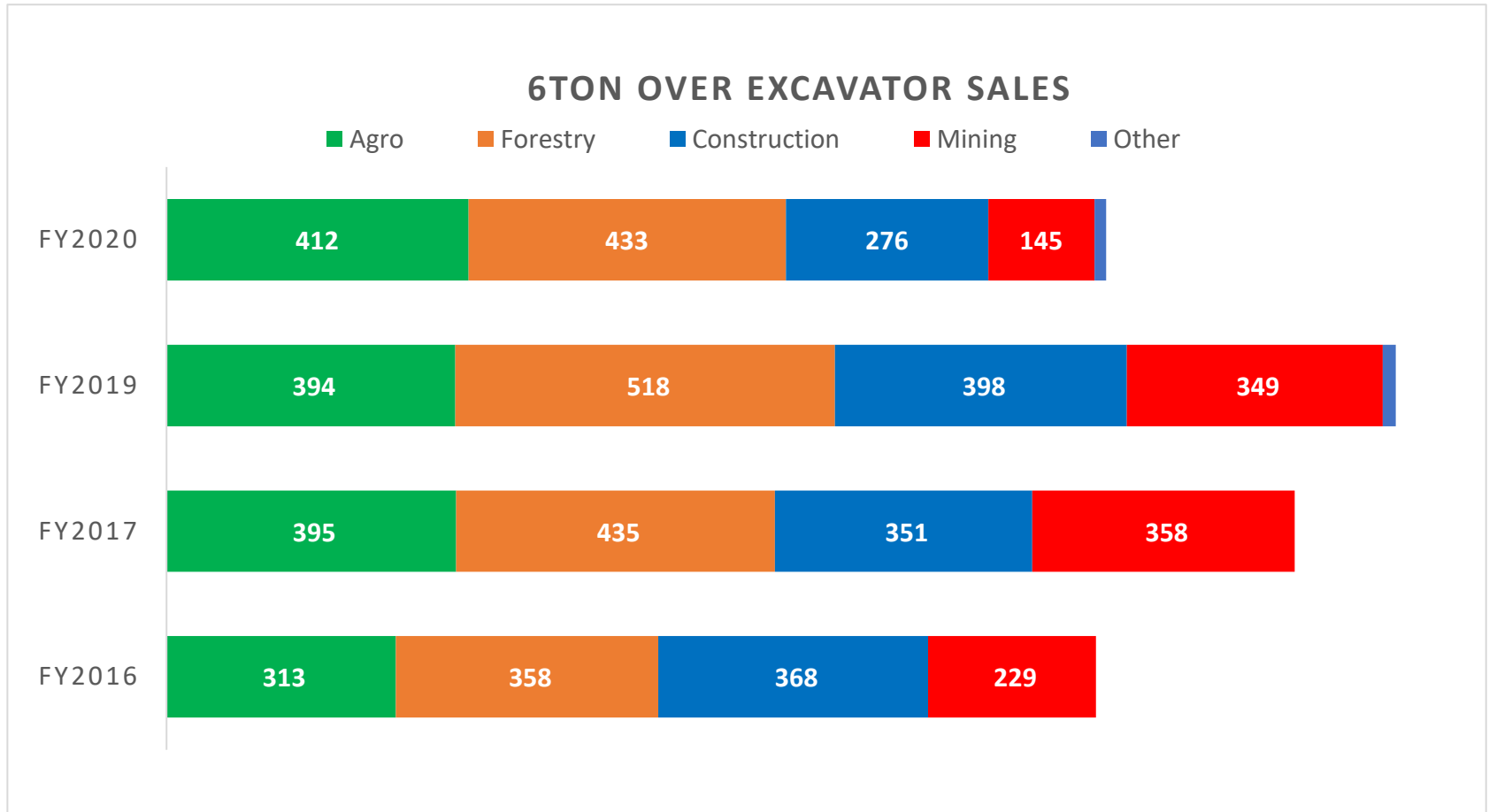
Hitachi Products	Demand			Sales			Share		
	2018	2019	2020	2018	2019	2020	2018	2019	2020
1. Excavator (6t over)	9,294	7,174	6662	2071	1677	1284	22.30%	23.38%	19.27%
2. Wheel Loader	980	958	378	58	47	23	5.90%	4.91%	6.08%
3. Mini Excavator	972	923	921	314	300	245	32.30%	32.50%	26.60%

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



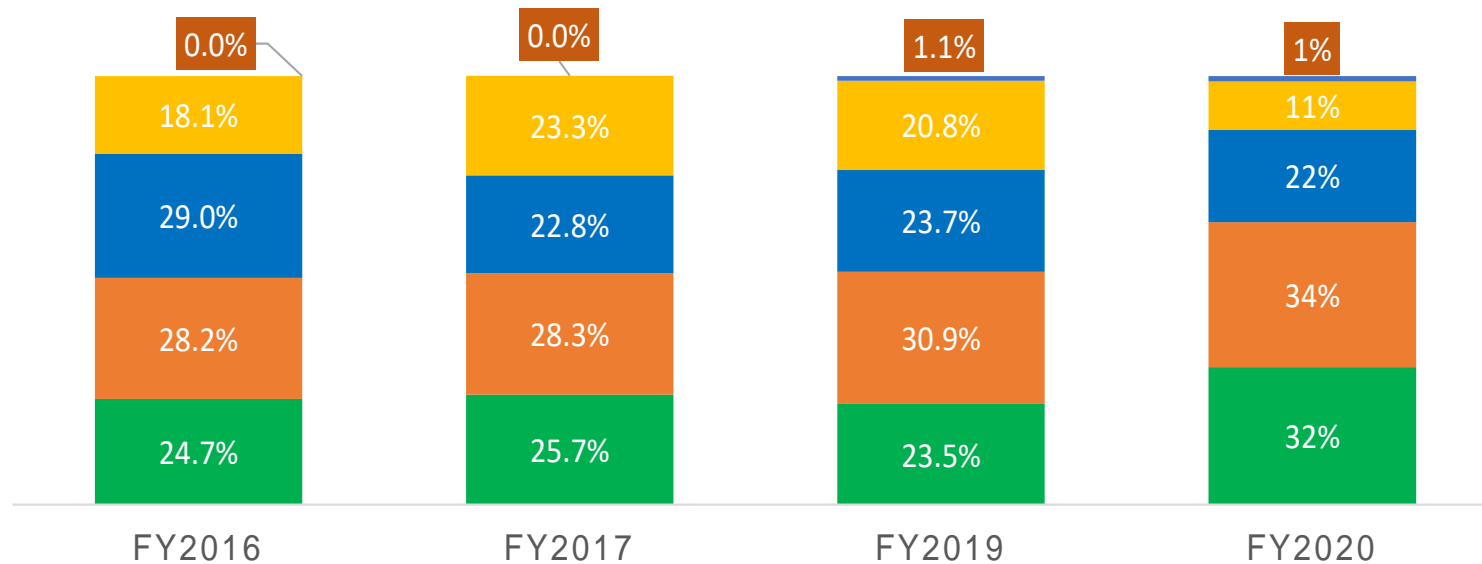
Excavator Sales 6ton Over - Qty



Excavator Sales 6ton Over - %

EXCAVATOR SALES BY SECTOR

■ Agro ■ Forestry ■ Construction ■ Mining ■ Other



- ✓ Hexindo heavy equipment sales during fiscal year 2020 reached 1.554 units which is a contribution from the sector; Agriculture 412 unit (32%), Forestry 433 unit (34%), Construction 276 unit (22%), Mining 145 unit (11%), Lain2 16 unit (1%), Wheel Loader 23 unit and Mini Excavator 245 units.
- ✓ Within 12 months the excavator sales performance of >6ton excavators throughout the 2020 financial year reached a market share of 19.30%.

Other Information

Shareholder Composition

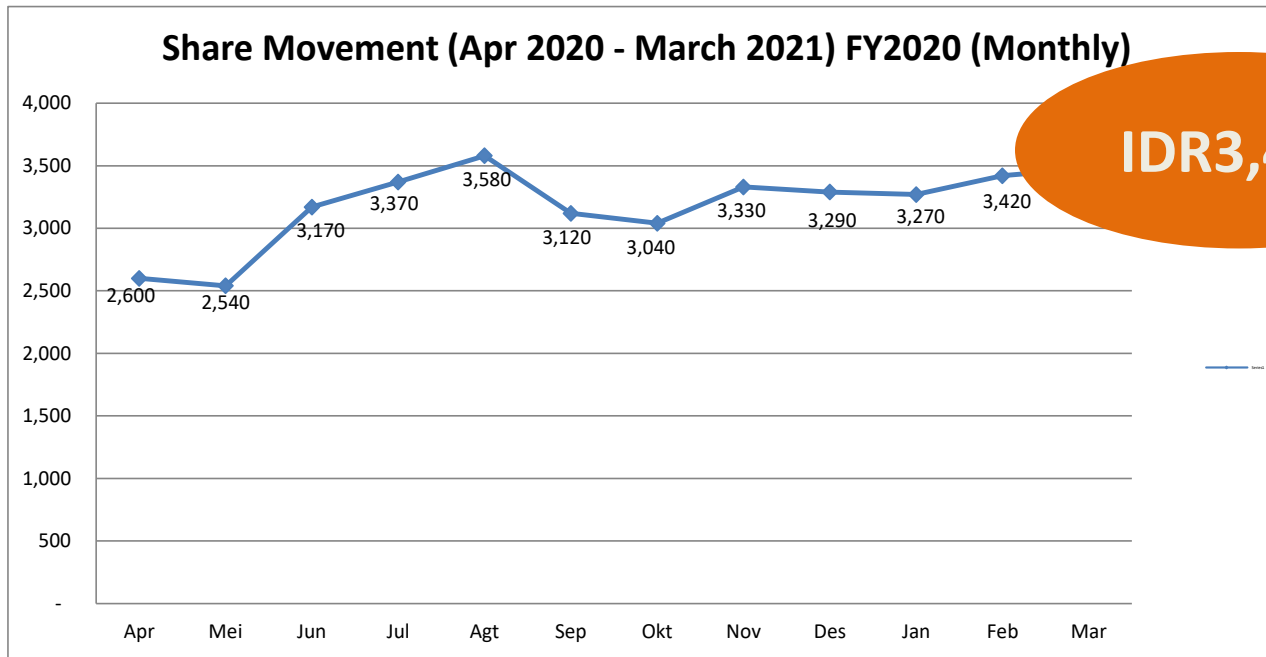
CLASSIFICATION OF SHAREHOLDERS

as of 31 March 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)	598	0.000%	27	-	0.000%	-	
Corporate (PT, CV, GOV)	20	0.000%	1	35	0.000%	1	
Sub Total	618	0.000%	28	35	0.000%	1	
Total				653	0.00%	29	
Ownership in Standard Trade Units							
Individual (Ind, Kar, Alm)	56,079,102	6.676%	3,217	1,506,800	0.179%	27	
Corporate (PT, CV, GOV)	2,476,219	0.295%	10	776,703,526	92.465%	56	Including HCM, Itochu & HMAP
Mutual Fund (Danareksa)	676,200	0.081%	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	61,789,021	7.356%	3,238	778,210,326	92.644%	83	
Total				839,999,347	100.00%	3,321	
Total Hexindo Shares				840,000,000	100%	3,350	

Compared to the report of stock movement in December 2020, shareholders experienced a slight movement from the previous number of 3,108 PS names to 3,350 PS.

Share Price Movement



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

Our Product



TERIMA KASIH