

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



4th Q FY2021 Performance Result PT Hexindo Adiperkasa Tbk

June 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	FY2021 (B)	FY2021 (A)	A/B	FY2020 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	359,423	463,263	129%	264,010	175%
GROSS PROFIT	90,337	116,401	129%	69,464	168%
OPERATING EXPENSES	(48,080)	(46,907)	98%	(38,368)	122%
OPERATING INCOME	42,257	69,494	164%	31,096	223%
NET INCOME	31,757	55,083	173%	25,597	215%

ACCOUNT NAME	FY2021 (B)	FY2021 (A)	A/B	FY2020 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	175,755	297,311	169%	136,700	217%
SPARE PARTS	107,695	107,472	100%	68,403	157%
SERVICE & MAIN	72,905	66,175	91%	58,886	112%
RENTAL & USED	3,068	2,305	75%	488	472%
TOTAL SALES	359,423	463,263	129%	264,476	175%
UNIT	18,334	41,824	228%	14,448	289%
SPARE PARTS	39,008	40,244	103%	26,402	152%
SERVICE & MAIN	32,622	33,324	102%	28,571	117%
RENTAL & USED	292	1,009	346%	43	2347%
TOTAL GP	90,337	116,401	129%	69,464	168%

Financial Ratio	FY2020	FY2021
General		
Days of Inventories	202	136
Cash Cycle	230	125
Current Ratio : CA vs. CL		
	307%	197%
Solvency Ratio		
Liabilities vs. Equity Ratio	47%	92%
Debt vs. Equity Ratio	0%	2%
Profitability Ratio		
Return on Equity	15%	35%
Return on Asset	10%	18%
Return on Sales	10%	12%
Asset Turnover	104%	153%
Leverage	147%	192%
ROI	14%	31%

SALES PERFORMANCE

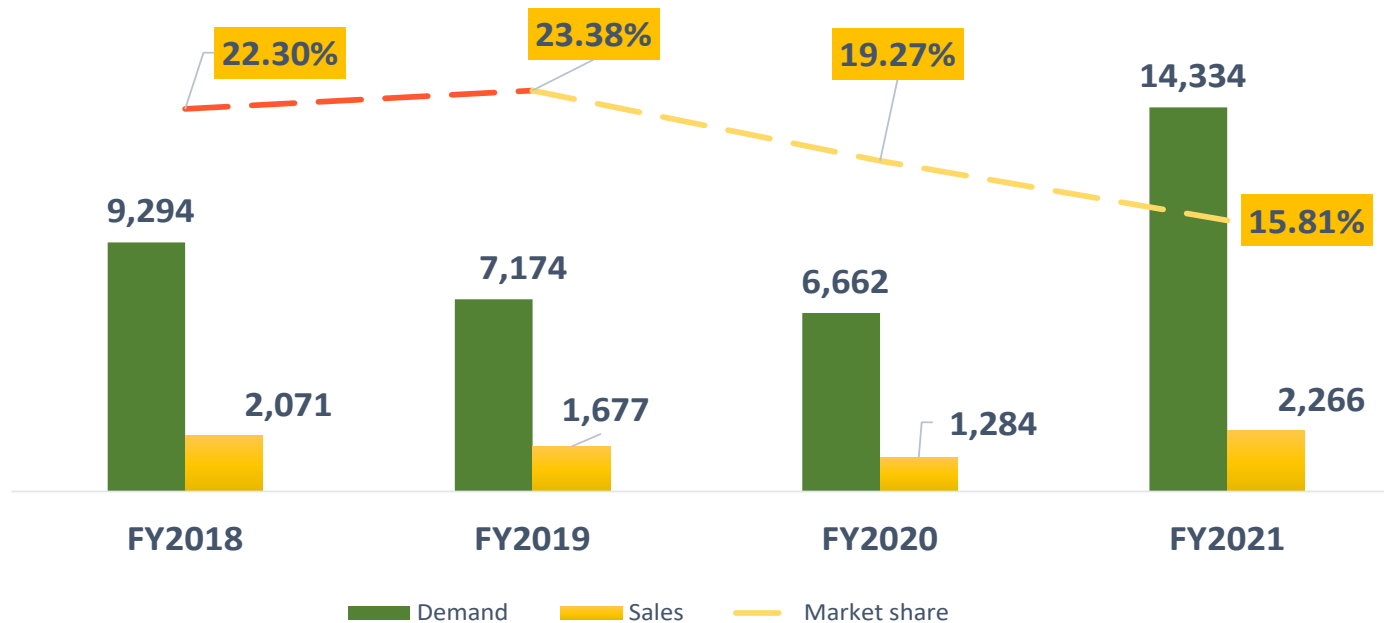
KINERJA PENJUALAN

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												
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



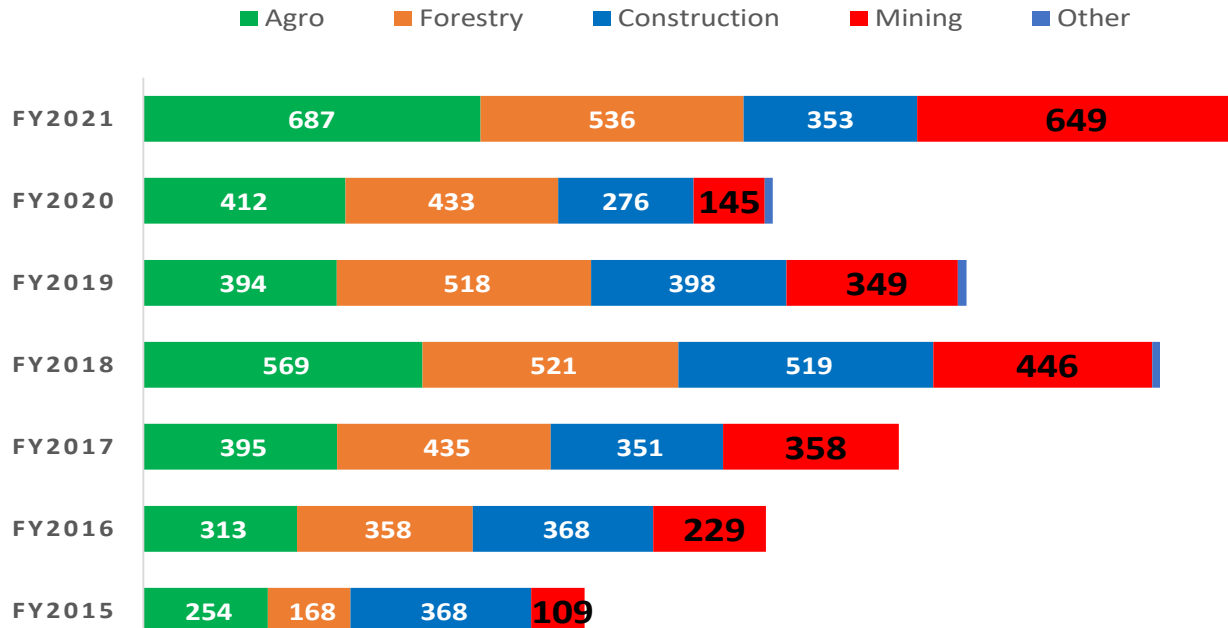
Sales Performances

ITEM	FY2020 (A)	FY2021 (A)	C=B-A	C/A
	Actual	Actual		
DEMAND - excavator 6t over	6,662	14,334	7,672	115%
SALES	1,284	2,266	982	76%
MARKET SHARE	19.3%	15.8%	-3.5%	-18%

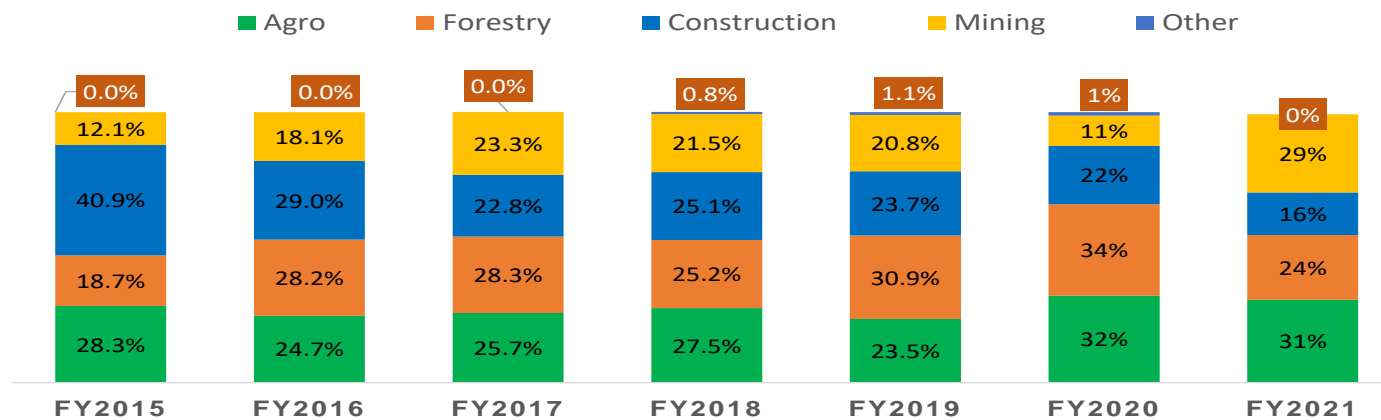
DEMAND - Mini Excavator	921	1,734	813	88%
SALES	245	350	105	43%
MARKET SHARE	26.6%	20.2%	-6.4%	-24%
DEMAND - Wheel Loader	378	763	385	102%
SALES	23	46	23	100%
MARKET SHARE	6.1%	6.0%	-0.1%	-1%
DEMAND - ADT Bell Product	106	283	177	167%
SALES	3	14	11	0%
ET SHARE	2.8%	4.9%	2.1%	0%

Excavator Sales 6ton Over (by segment)

EXCAVATOR SALES



EXCAVATOR SALES BY SECTOR



Other Information

Informasi Lainnya

Shareholder Composition



CLASSIFICATION OF SHAREHOLDERS

as of 31 March 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)	1,300,800	0.155%	43	0	0.000%	0	1,300,800	0.155%	43	
Corporate (PT, CV, GOV)	768,168,281	91.449%	77	0	0.000%	0	768,168,281	91.449%	77	Including HCM, Itochu & HMAP
Sub Total	769,469,081	91.604%	120	0	0.000%	0	769,469,081	91.604%	120	
Domestic (Local)										
Individual (Ind, Kar, Alm)	64,616,300	7.692%	5,695	600	0.000%	28	64,616,900	7.692%	5,723	
Corporate (PT, CV, GOV)	2,505,900	0.298%	10	119	0.000%	2	2,506,019	0.298%	12	
Mutual Fund (Danareksa)	851,000	0.101%	5	-		-	851,000	0.101%	5	
Insurance (Asunransi)	1,730,500	0.206%	1	-		-	1,730,500	0.206%	1	
Pension Fund (Yayasan)	26,500	0.003%	3	-		-	26,500	0.003%	3	
Coop (Koperasi)	800,000	0.095%	2				800,000	0.095%	2	
Sub Total	70,530,200	8.396%	5,716	719	0.000%	30	70,530,919	8.396%	5,746	
Total Hexindo Shares	839,999,281	100.000%	5,836	719	0.000%	30	840,000,000	100.000%		

5,866

Compared to the report of stock movement in Dec21, shareholders experienced a significantly improved from the previous number of 5,001 shareholder names to 5,866 shareholder names due to increasing share price by the end of Mar 2022.

Shareholder Composition



SHAREHOLDER WITH >1%-<5%

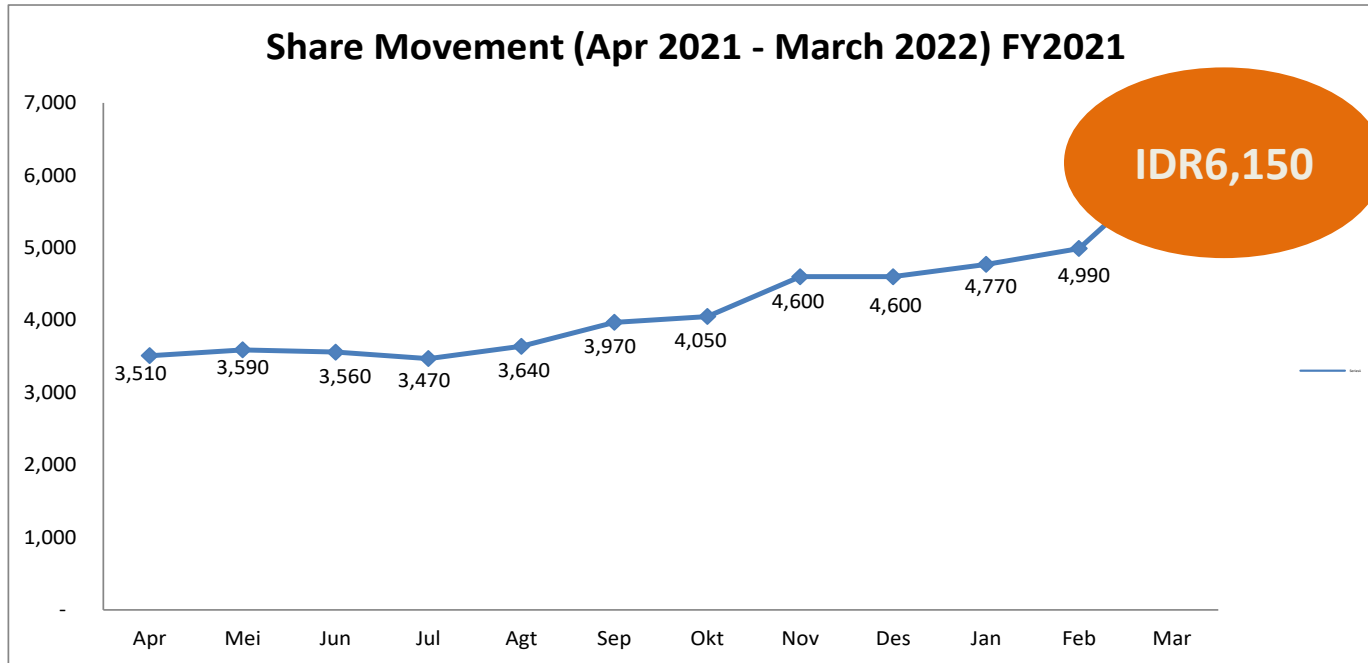
as of 31 Mar 2022

Shareholder Name	Participant Name	Shares	Ownership (%)
JPMBL SA Franklin Templeton, Luxemborg	Hongkong Shanghai Banking	25,330,200	3.02%
DB Singapore dcs s/a Pangolin inv	BUT DEUTSCHE BANK AG	24,410,700	2.91%
DBS Vickers Secs Singapore	DBS Vickers Sekurittas Indonesia	17,000,700	2.02%

SHAREHOLDER WITH >1%-<5%

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



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 year 2021 with the lowest share price recorded by the end of April 2021 which was IDR3,510 and the highest was reached **IDR6,150 by the end of fiscal year 2021**. Up-down share price is much depending on some internal – external factors such as company fundamental – like good financial result, government policy & market psychological aspects. For HEXA case, seems depending on our good fundamental financial result as per 3rd quarter 2021 which is showing good result with improved net profit

TERIMA KASIH