

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



4thQ FY2023 Performance Result PT Hexindo Adiperkasa Tbk

30 June 2024

FINANCIAL PERFORMANCE

KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	FY2023	FY2022	FY2021	FY2020	FY2019	FY2018	Description
Penjualan Bersih	612.326	630.495	463.263	264.010	424.431	461.333	Net Revenues
Laba Kotor	138.378	124.965	116.401	69.464	107.900	96.522	Gross Profit
Laba Usaha	77.214	70.126	69.494	32.981	53.548	50.519	Operating Income
Marjin Laba Kotor	23%	20%	25%	26%	25%	21%	Gross Profit Margin
Laba Bersih	55.712	51.620	55.083	25.597	38.437	37.600	Net Income
Laba Bersih per Saham	0.066	0.061	0.066	0,030	0,046	0,045	Net Earnings per Share
Jumlah Aktiva	409.432	463.332	304.648	256.230	266.023	346.312	Total Assets
Aktiva Lancar	343.007	403.744	260.977	214.360	224.443	303.731	Current Assets
Aktiva Tidak Lancar	66.424	59.588	43.671	41.870	41.580	42.581	Non Current Asset
Jumlah Kewajiban	230.247	297.572	144.945	81.911	87.696	177.023	Total Liabilities
Kewajiban Lancar	215.256	284.201	133.011	70.398	77.656	165.874	Current Liabilities
Ekuitas	179.185	165.761	159.703	174.319	178.327	169.289	Equity
Total liabilitis & Ekuitas	409.432	463.332	304.648	256.230	266.023	346.312	Total Liabilities & Equity
Total Modal Kerja	127.751	119.543	127.966	143.962	146.787	137.857	Total Working Capital

*FY starts from 1 April - 31 March

Financial Performance



ACCOUNT NAME	FY2023 (F)	FY2023 (A)	A/B	FY2022 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	614.402	612.326	100%	630.495	97%
GROSS PROFIT	140.053	138.378	99%	124.965	111%
OPERATING EXPENSES	(64.398)	(63.134)	98%	(56.080)	113%
OPERATING INCOME	75.655	77.214	102%	70.126	110%
NET INCOME	53.616	55.712	104%	51.620	108%

ACCOUNT NAME	FY2023 (F)	FY2023 (A)	A/B	FY2022 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	378.081	384.909	102%	419.726	92%
SPARE PARTS	133.080	128.301	96%	133.225	96%
SERVICE & MAINTENANCE	84.920	85.413	101%	70.413	121%
RENTAL & USED	18.320	13.701	75%	7.130	192%
TOTAL SALES	614.402	612.326	100%	630.495	97%
UNIT	41.390	40.336	97%	48.493	83%
SPARE PARTS	48.232	48.090	100%	48.698	99%
SERVICE & MAIN	45.185	46.066	102%	27.661	167%
RENTAL & USED	5.247	3.887	74%	2.113	184%
TOTAL GP	140.053	138.378	99%	124.965	111%

Financial Ratio	FY2022	FY2023
General		
Days of Inventories	158	157
Cash Cycle	142	160
Liquidity Ratio		
Current Ratio : CA vs. CL	142%	159%
Solvency Ratio		
Liabilities vs. Equity Ratio	179%	128%
Debt vs. Equity Ratio	62%	64%
Profitability Ratio		
Return on Equity	31%	31%
Return on Asset	11%	14%
Return on Sales	8%	9%
Asset Turnover	136%	149%
Leverage	279%	228%
ROI	21%	21%

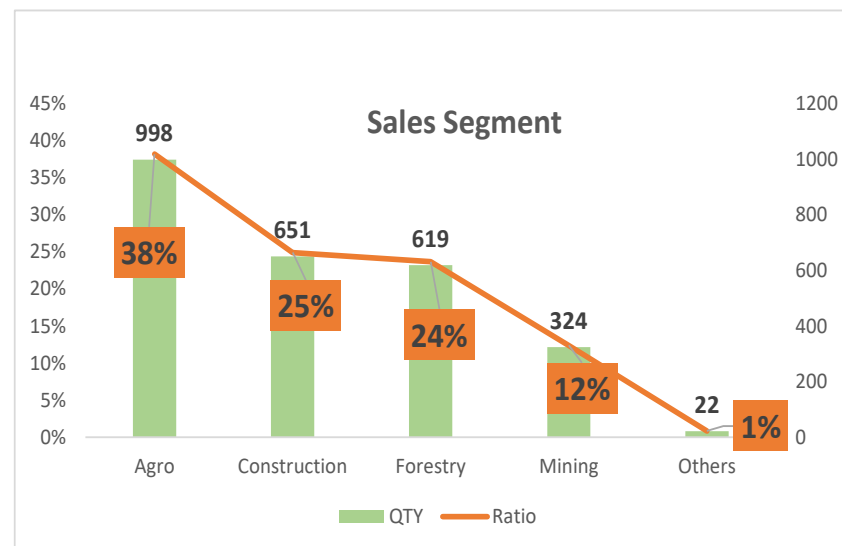
SALES PERFORMANCE

KINERJA PENJUALAN

Sales Performances – main products

Products	FY2022	FY2023
EXCAVATOR 6TON OVER		
Sales	2.847	2.614
Demand	15.150	12.419
MS	18,8%	21,0%
MINI EXCAVATOR		
Sales	498	265
Demand	1.894	1.291
MS	26,3%	20,5%
WHEEL LOADER		
Sales	53	33
Demand	688	565
MS	7,7%	5,8%
RIGID DUMP TRUCK		
Sales	19	22
Demand	1483	1.337
MS	1,3%	1,6%
ARTICULATED DUMP TRUCK		
Sales	30	33
Demand	412	530
MS	7,3%	6,2%

6T over Sales by Segment



Excavator

Segment	QTY	Ratio
Agro	998	38%
Construction	651	25%
Forestry	619	24%
Mining	324	12%
Others	22	1%

	Demand	Sales (forecast)	Market share
FY18	9.288	2.071	22,3%
FY19	7.174	1.677	23,4%
FY20	6.662	1.284	19,3%
FY21	14.336	2.266	15,8%
FY22	15.150	2.847	18,8%
FY23 Forecast	12.190	2.290	18,8%

Other Information

Informasi Lainnya

Shareholder Composition



CLASSIFICATION OF SHAREHOLDERS

as of 31 March 2024

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)	757.400	0,090%	69	0	0,000%	0	757.400	0,090%	69	
Corporate (PT, CV, GOV)	743.027.242	88,456%	98	82	0,000%	1	743.027.324	88,456%	99	Including HCM, Itochu & HMAP
Sub Total	743.784.642	88,546%	167	82	0,000%	1	743.784.724	88,546%	168	
Domestic (Local)										
Individual (Ind, Kar, Alm)	92.885.895	11,058%	11.549	505	0,000%	25	92.886.400	11,058%	11.574	
Corporate (PT, CV, GOV)	2.195.100	0,261%	17	76	0,000%	2	2.195.176	0,261%	19	
Mutual Fund (Danareksa)	294.900	0,035%	3	-		-	294.900	0,035%	3	
Insurance (Asunransi)	-	0,000%	-	-		-	-	0,000%	-	
Pension Fund (Yayasan)	4.300	0,001%	2	-		-	4.300	0,001%	2	
Coop (Koperasi)	834.500	0,099%	3				834.500	0,099%	3	
Sub Total	96.214.695	11,454%	11.574	581	0,000%	27	96.215.276	11,454%	11.601	
Total Hexindo Shares	839.999.337	100,000%	11.741	663	0,000%	28	840.000.000	100,000%	11,769	

Compared to the report of stock movement in Dec23, shareholders experienced a decreased from the previous number of 12,200 shareholder names to 11,769 shareholder names.

Shareholder Composition



SHAREHOLDER WITH >1%-<5%

as of 31 March 2024

Shareholder Name	Participant Name	Shares	Ownership (%)
DBS VICKERS SECS SINGAPORE (PTE) LTD A/C CLIENTS	PT DBS VICKERS SEKURITAS INDONESIA	16,747,700.00	1.99
JPMSE LUX RE UCITS CLT RE-FRANKLIN TEMPLETON INVEST	PT Bank HSBC Indonesia	25,450,200.00	3.03

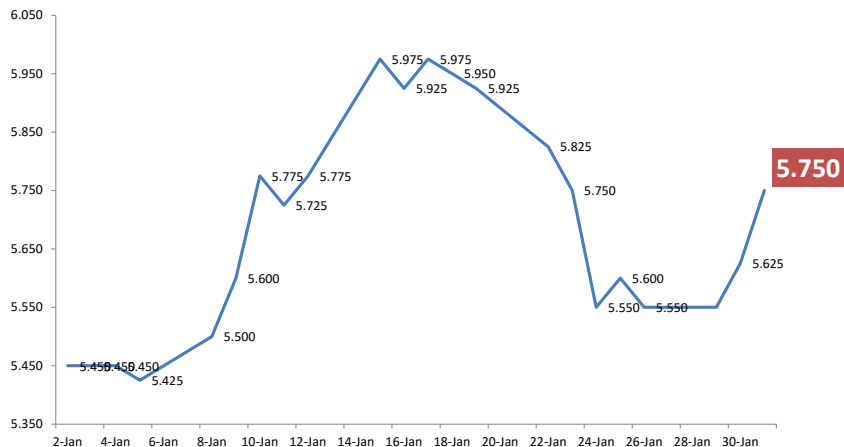
SHAREHOLDER WITH <1%

as of 31 March 2024

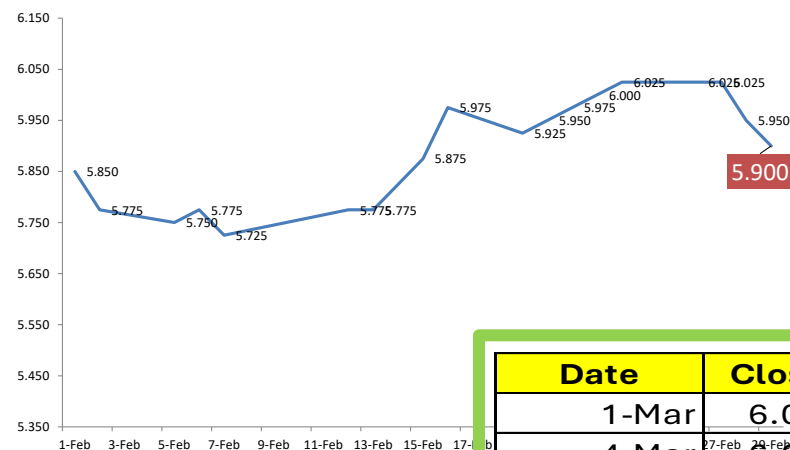
Shareholder Name	Participant Name	Shares	Ownership (%)
PT. CORIN INVESTA CORPORA	PT SUCOR SEKURITAS	2,000,000.00	0.24
SOCGEN S/A NANJIA CAPITAL ICAV	BUT. STANDARD CHARTERED BANK	2,004,340.00	0.24
H. IRYADI ARIFIN	PT KOREA INVESTMENT AND SEKURITAS INDONESIA	2,145,000.00	0.26
PHILLIP SECURITIES PTE LTD	PT PHILLIP SEKURITAS INDONESIA	2,600,000.00	0.31
HUSNI EFFENDY	MANDIRI SEKURITAS, PT	2,757,500.00	0.33
LIM IK TJE	PT KB VALBURY SEKURITAS	3,003,900.00	0.36
UOB Kay Hian Pte Ltd	PT UOB KAY HIAN SEKURITAS	3,685,800.00	0.44
RUDI	BNI SEKURITAS, PT	3,927,500.00	0.47
HJ. YUSLIZARTI	PT KOREA INVESTMENT AND SEKURITAS INDONESIA	5,588,000.00	0.67
LIM IK NEN	PT KB VALBURY SEKURITAS	5,803,400.00	0.69
DRS RUSTAM EFFENDI	JAKARTA	6.000.000,00	0.71
DB SPORE SES CLT A/C FOR Pangolin Asia Fund	BUT DEUTSCHE BANK AG	8,005,300.00	0.95

Share Movement during FY2023

HEXA Share Price for Period Jan 2024

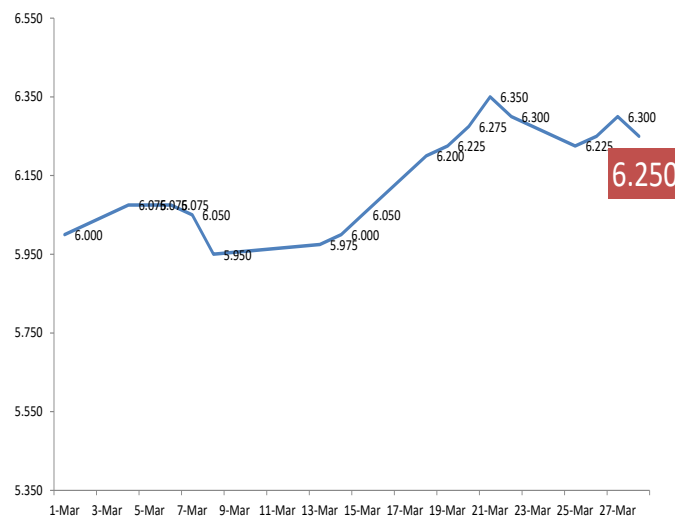


HEXA Share Price for Period Feb 2024



HEXA share price for three months is average on the range of IDR5,600 – IDR6,100.

HEXA Share Price for Period March 2024



Date	Close
1-Mar	6.000
4-Mar	6.075
5-Mar	6.075
6-Mar	6.075
7-Mar	6.050
8-Mar	5.950
13-Mar	5.975
14-Mar	6.000
15-Mar	6.050
18-Mar	6.200
19-Mar	6.225
20-Mar	6.275
21-Mar	6.350
22-Mar	6.300
25-Mar	6.225
26-Mar	6.250
27-Mar	6.300
28-Mar	6.250

TERIMA KASIH