



HEXINDO

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COMPANY PERFORMANCE REPORT

Period April _ Dec2019

Hexindo Recorded Net Income of KUSD33.5



Hexindo net revenue for ninth months performance increased by 37% from KUSD315.75 in the same period of 2018 to KUSD320.43. The Company recorded net income of KUSD33.5, increased 45% compared to same period last year amounting KUSD23.20.

During April – Dec 2019, Demand of H/E 6T over was decreased 26% and Hexindo Sales recorded a decrease in sales volume by 22% compared to the same period last year. Overall revenue is showing almost the same result compared to last year (101%), but sales from mining is indicating decreased result around 15% with overall GP margin is 31%.

For period of April up to Dec 2019, Hitachi sales volume for H/E 6T over reached 1.148 units, down 22% from 1.471 units at the same period last year. The decrease was due to market conditions particularly in mining sector that getting worst. However, Hexindo slightly improved 21.8% market share from 20.69% on the same period of last year. Other unit sales are came from wheel loader which is reached 32 units (4.3%), mini excavator sales with 222 units (31.4%) and ADT Bell sales with 18 units (14.5%).

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FINANCIAL PERFORMANCE

Finance Highlight



IKHTISAR KEUANGAN

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

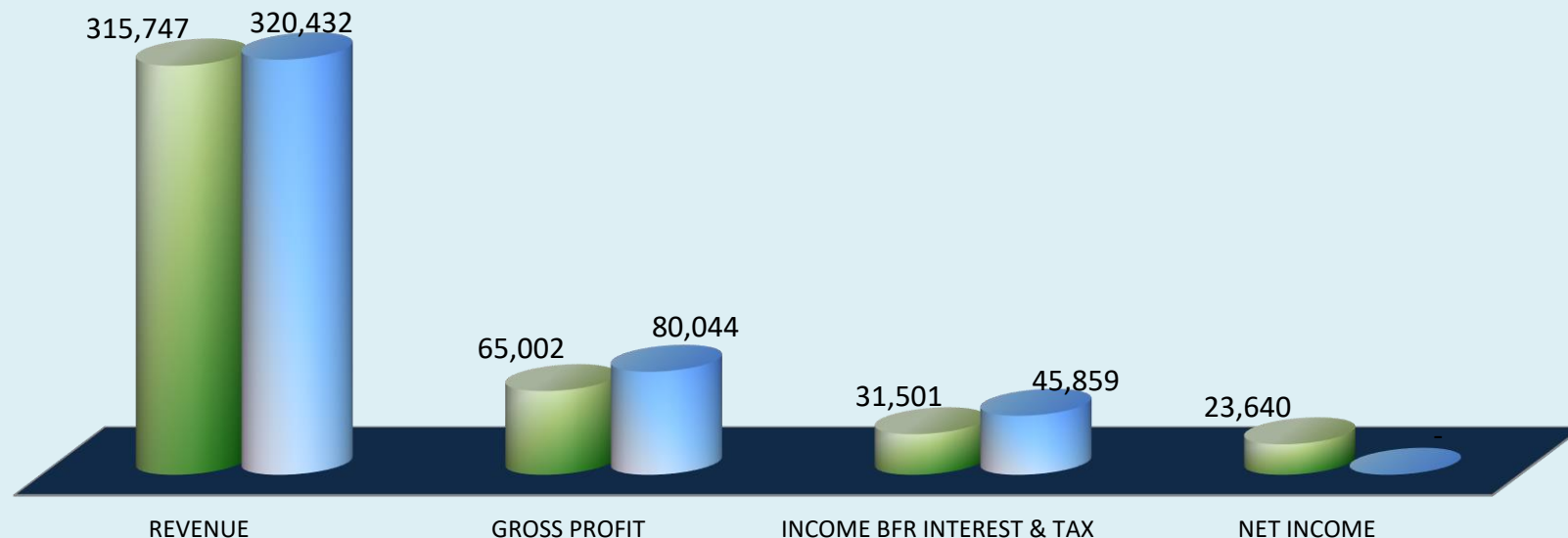
Uraian	Apr - Dec19	Apr - Dec18	2018	2017	2016	2015	2014	2013	Description
Penjualan Bersih	320,432	315,747	461,333	343,228	299,258	275,437	392,670	478,432	Net Revenues
Laba Kotor	80,044	65,002	96,522	70,508	55,921	48,161	68,732	73,569	Gross Profit
Laba Usaha	45,695	34,919	50,519	30,538	23,577	10,068	26,241	30,035	Operating Income
Marjin Laba Kotor	25%	21%	21%	21%	19%	17%	18%	15%	Gross Profit Margin
Laba Bersih	33,513	23,191	37,600	22,549	18,072	7,514	19,351	21,921	Net Income
Laba Bersih per Saham	-	-	0.045	0.027	0.020	0.009	0.022	0.026	Net Earnings per Share
Jumlah Aktiva	293,902	337,288	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	252,243	295,429	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Jumlah Kewajiban	121,181	181,833	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Lancar	110,126	172,435	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	172,721	155,455	169,289	150,303	142,307	228,716	228,104	217,587	Equity

3rd Q FY2019 Company Financial Result



■ 1Q-3Q FY2018 ■ 1Q-3Q FY2019

(Thousand USD)



ACCOUNT NAME	1Q-3Q FY2018 (A)		1Q-3Q FY2019 (B)		B / A	C=B- A	C / A
	AMOUNT	%	AMOUNT	%			
REVENUE	315,747	100%	320,432	100%	101%	4,686	1%
GROSS PROFIT	65,002	21%	80,044	25%	123%	15,042	23%
OPERATING EXPENSES	-30,570	-10%	-34,451	-11%	113%	-3,881	13%
OTHER INCOME / EXPENSES	-2,931	-1%	266	0%	-9%	3,197	-109%
INCOME BFR INTEREST & TAX	31,501	10%	45,859	14%	146%	14,358	46%
NET INCOME	23,640	7%	33,418	10%	141%	9,778	41%

Sales & GP by Category



(Thousand USD)

ACCOUNT NAME	1Q-3Q FY2018 (A)		1Q-3Q FY2019 (B)		C=B- A	C / A
	AMOUNT	%	AMOUNT	%		
UNIT	181,291	57%	186,988	58%	5,697	3%
SPARE PARTS	79,777	25%	78,496	24%	(1,281)	-2%
SERVICES & MAINT	54,679	17%	54,949	17%	270	0%
TOTAL SALES	315,747	100%	320,432	100%	4,685	1%
UNIT	17,434	9.6%	23,397	12.5%	5,963	34%
SPARE PARTS	25,299	31.7%	30,403	38.7%	5,105	20%
SERVICES & MAINT	22,270	40.7%	26,243	47.8%	3,974	18%
TOTAL GP	65,002	20.6%	80,044	25.0%	15,042	23%

DEMAND (excavator 6t over)	7,136	5,248	-1,888	-26%
SALES	1,471	1,150	-321	-22%
MARKET SHARE	20.6%	21.9%	1.3%	6%

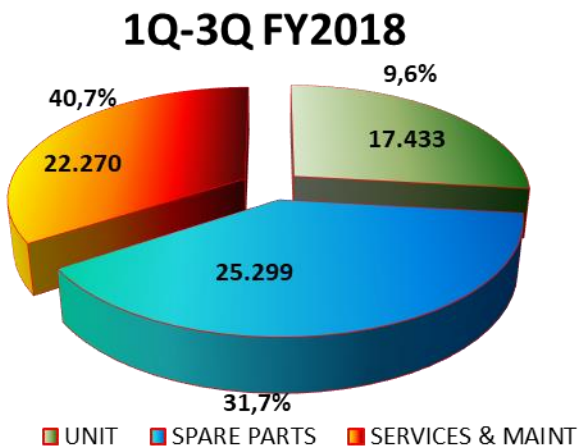
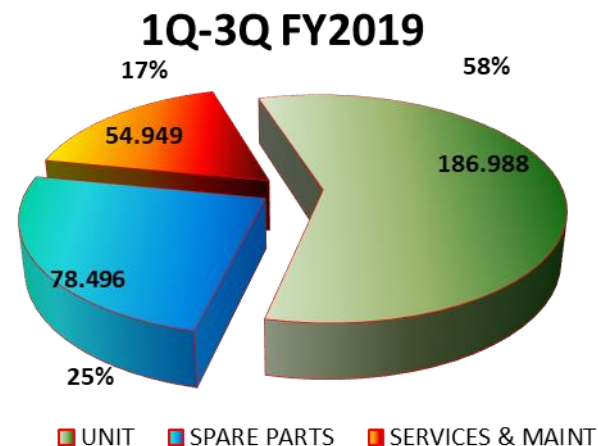
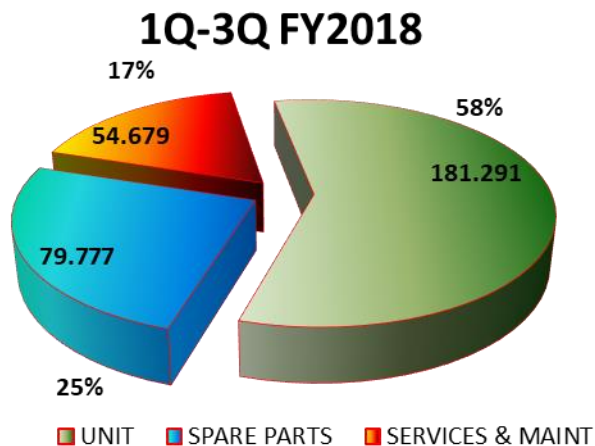
- 1Q-3Q FY2019 demand of H/E (Excavator 6T over) decreased 26% and actual sales decreased 22% compared with 1Q-3Q FY2018.
- Market share was increased 1.3% from 20.6% to 21.9%
- PS sales in 1Q-3Q FY2019 was 99% against 1Q-3Q FY2018 due to Mining activity decrease in 3Q FY2019 with the decreasing of sales part.
- GP margin of PS improve in 1Q-3Q FY2019. GP ratio part increased from 31.7% to 38.7% and service and FMC increase 40.7% to 47.8%

Sales & GP Composition

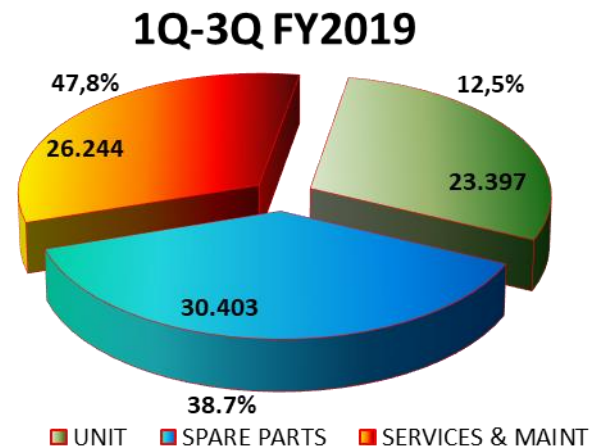


SALES

(Thousand USD)



GP



Financial Indicators

Financial Ratio	Apr - Dec18	Apr - Dec19
General		
Days of Inventories	182	178
Cash Cycle	139	180
Liquidity Ratio		
Current Ratio : CA vs. CL	171%	229%
Solvency Ratio		
Liabilities vs. Equity Ratio	117%	70%
Debt vs. Equity Ratio	10%	5%
Profitability Ratio		
Return on Equity	15%	19%
Return on Asset	7%	11%
Return on Sales	7%	10%
Asset Turnover	94%	109%
Leverage	217%	170%
ROI	15%	21%

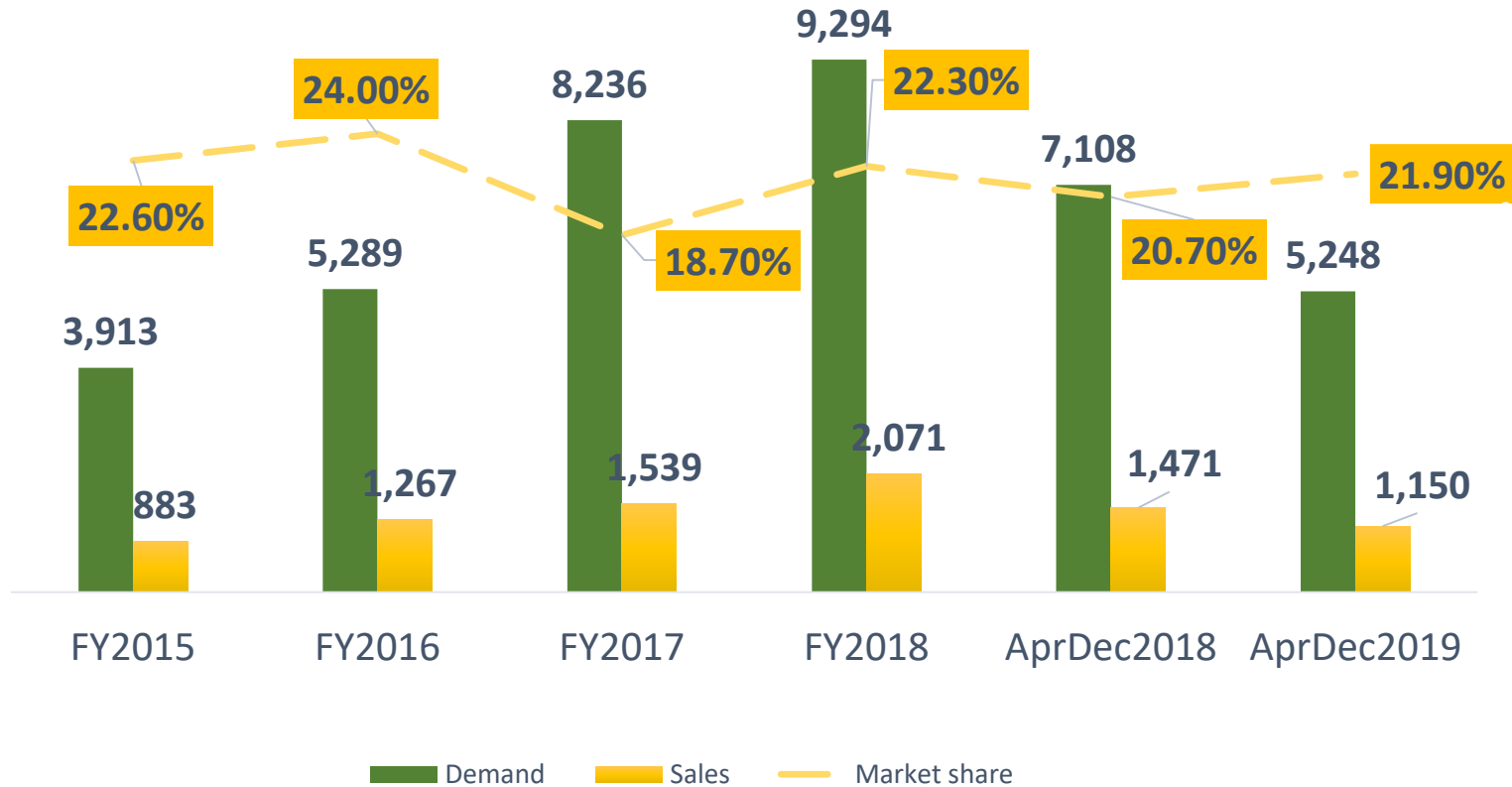
Financial Overview (KUSD)



Descriptions	31/03/19 Audited	31/12/19 Unaudited	31/03/20 Projection
Total Current Assets	303,731	252,243	306,733
Total Assets	346,312	293,902	349,050
Total Current Liability	165,874	110,126	158,392
Total Equity	169,289	172,721	178,458
Revenue	461,333	320,432	517,401
Gross Profit	96,522	80,044	104,867
Operating Profit	50,519	45,695	53,818
Net Income	37,600	33,513	38,789

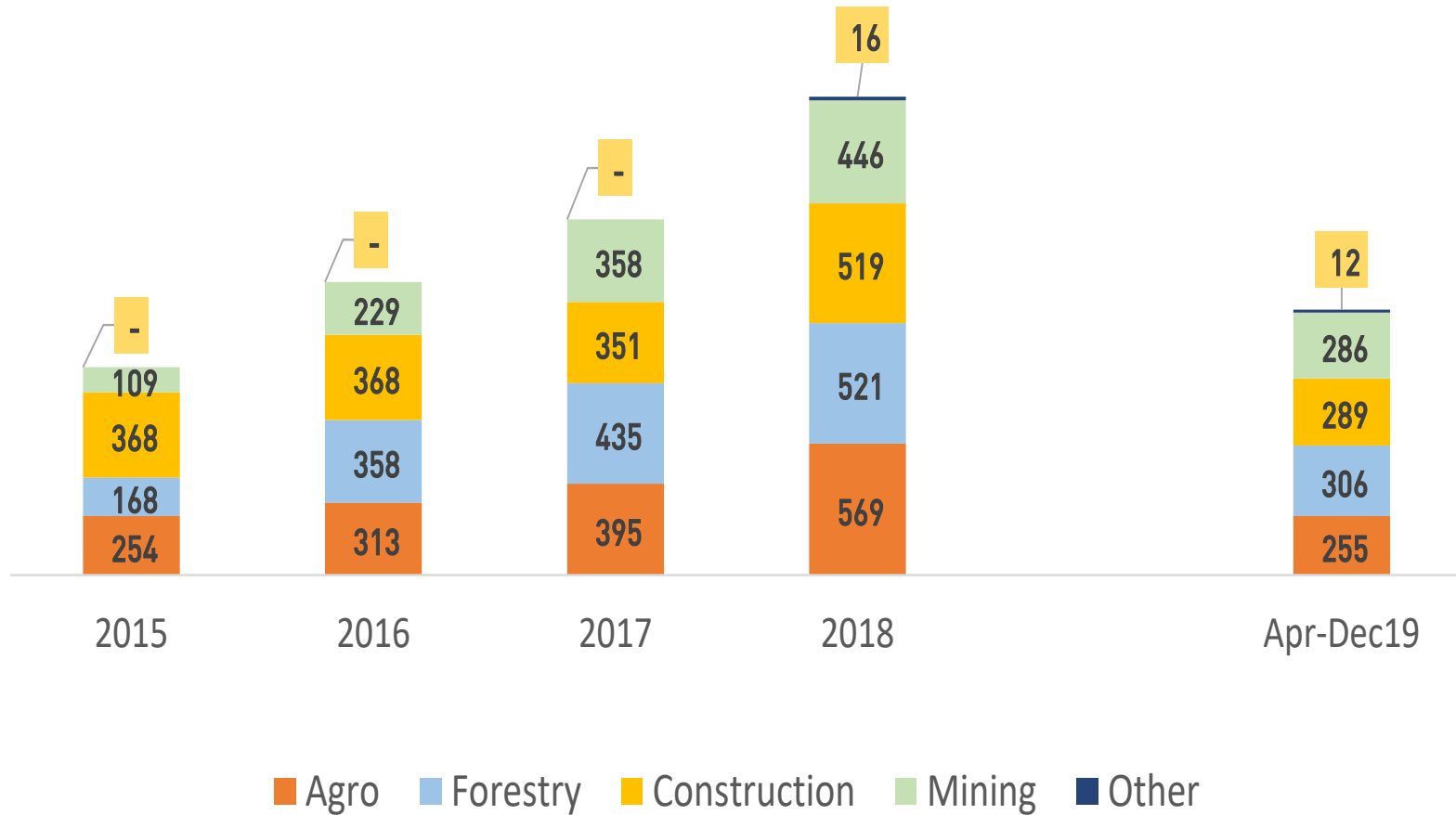
SALES PERFORMANCE

Market Share

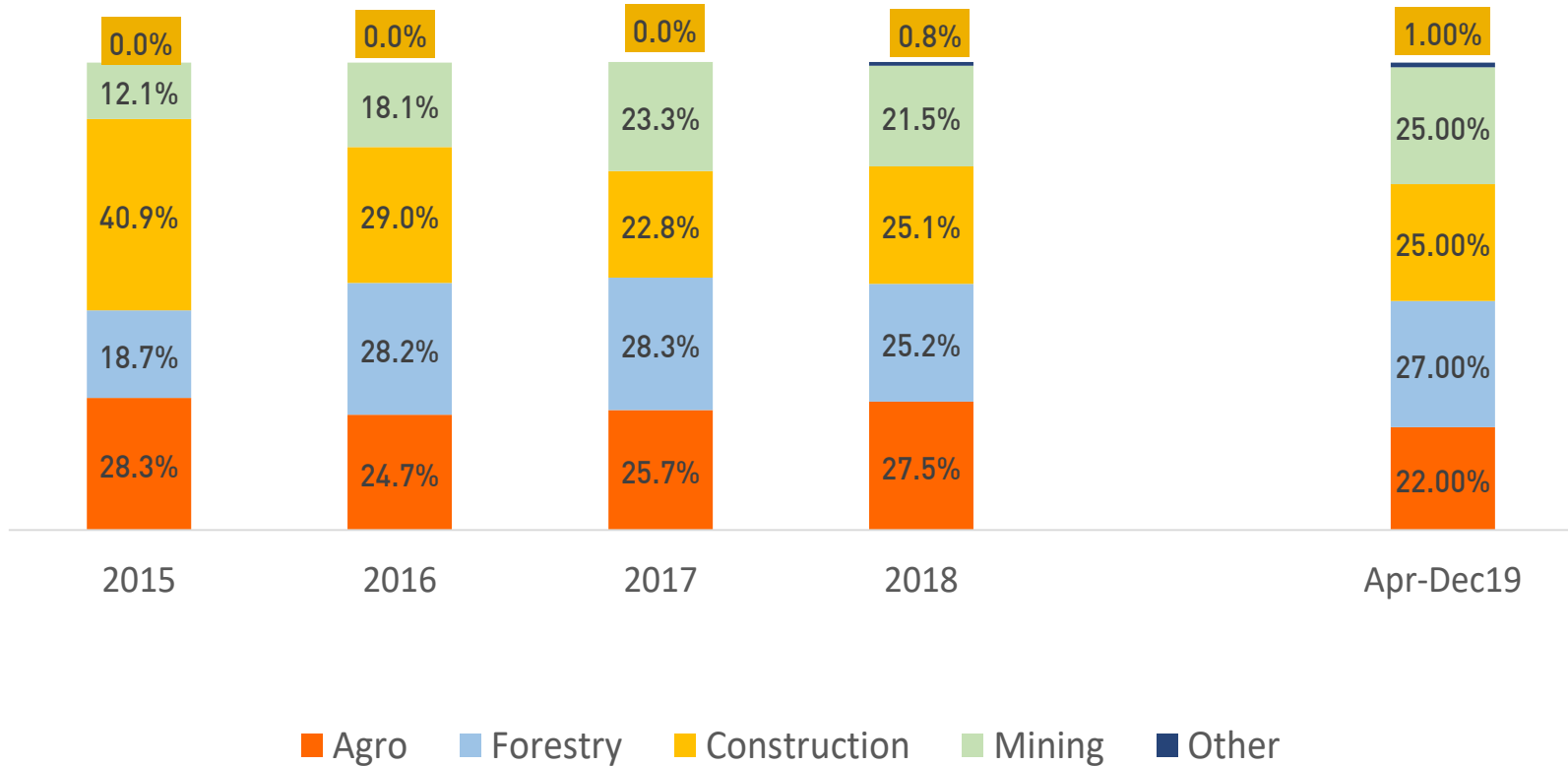


	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 (AprDec)	FY2019 (P)
DEMAND	6,273	3,913	5,285	8,236	9,294	5,248	7,930 ; revised 7,250
SALES	1,627	883	1,267	1,539	2,071	1,150	1,916
HAP MARKET SHARE	26.90%	22.60%	24.00%	18.70%	22.30%	21.90%	24.00%

Machine Sales (by sector)



Machine Sales (by sector)



Thank you