



HEXINDO

ONE HEXINDO

YOUR NEIGHBOR IS YOUR CUSTOMER





PT HEXINDO ADIPERKASA TBK COMPANY PROFILE 2019

Company Profile



Vision

- To be a world class company in heavy equipment industry in Indonesia through high quality of service to satisfy stakeholders.



Established on
28 November 1988



Registered in
Indonesia Stock
Exchange
on February 1995



has more
than 1600 employees

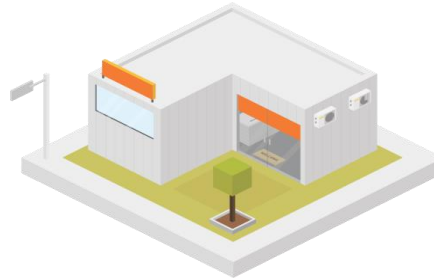
Mission

- To be a reliable partner in heavy equipment services and a trusted expert to give best solution in products and services;
- To sustainably improve performance quality of employees in a conducive working environment as well as lead them to achieve better welfare;
- To present to the world a true contribution to public and nation's welfare;
- To ensure a fixed financial yield and increasing growth for the interest of shareholders' investment.

Business Line



Penjualan Alat Berat
Heavy Equipment Sales



Penyewaan dan *trade in*
Rental and Trade-in



Suku cadang & Layanan
Spare Parts & Services



Kontrak Pemeliharaan Penuh
Full Maintenance Contract



Re-manufaktur
Remanufacture



Pengelasan
Welding

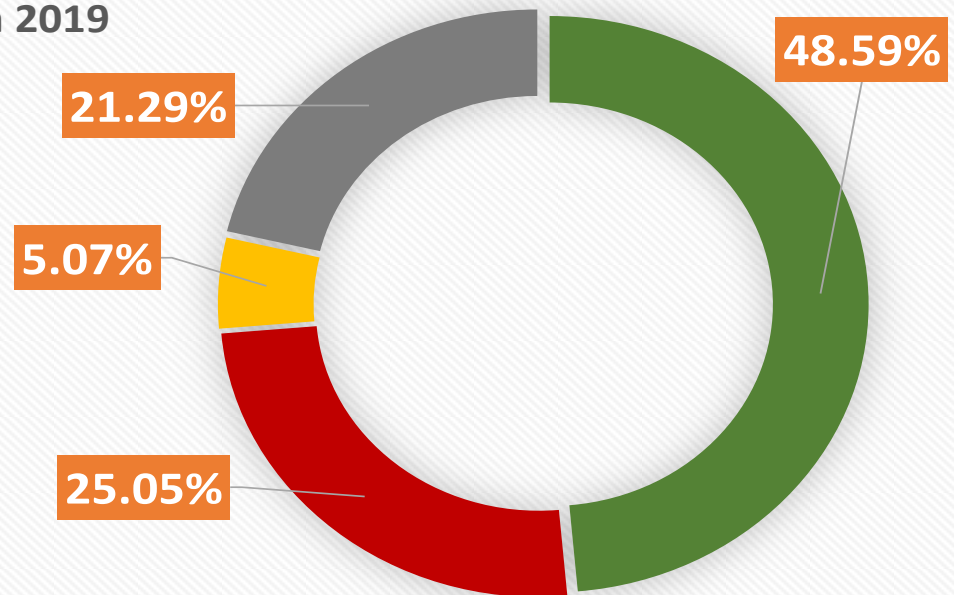
Shareholders Structure

PT Hexindo Adiperkasa Tbk has been listed 42 million shares in the Jakarta Stock Exchanges as go public company since 1995 under the name "Hexa".

During the time, PT Hexindo Adiperkasa Tbk has shareholders which consist of Hitachi Construction Machinery Co., Ltd, Itochu Corporation, Hitachi Construction Machinery Asia Pacific Pte Ltd as well as Public.

Komposisi Kepemilikan Saham per 31 Maret 2019
Shareholding Composition per 31 March 2019

- Hitachi Construction Machinery Co Ltd, Japan
- Itochu Corporation, Japan
- Hitachi Construction Machinery Asia and Pacific Pte Ltd, Singapore
- Public (each below 5%)



Management Composition



PT HEXINDO ADIPERKASA TBK
RAPAT UMUM PEMEGANG SAHAM TAHUNAN TAHUN BUKU 2018
DAN RAPAT PUBLIK
 Jakarta, 27 September 2019



Board of Directors

President Director	:	Djonggi S. Gultom
Director - Operational	:	Eiji Fukunishi
Director - Business Development	:	Kenji Sakamoto
Director - Finance	:	Tohru Kusanagi
Director - Product Support	:	Koji Sato
Director - Sales	:	Dwi Swasono
Director - Non Resident	:	Hidehiko Matsui
Director - Non Resident	:	Manabu Arami

Board of Commissioners

President Commissioner	:	Harry Danui
Commissioner	:	Toto Wahyudiyanto

Audit Committee

Chairman	:	Toto Wahyudiyanto
Members	:	Dedy Djuanda Kartawidjaja Suyud Subakti

Middle Management (as per OC April 2019)

Division Head	:	18 division heads
Department Head	:	55 department heads
Project & Branch Heads	:	14 project heads & 20 branch heads

Company Financial Performances (as of 31 Mar 2019)

FINANCIAL HIGHLIGHT

IKHTISAR KEUANGAN

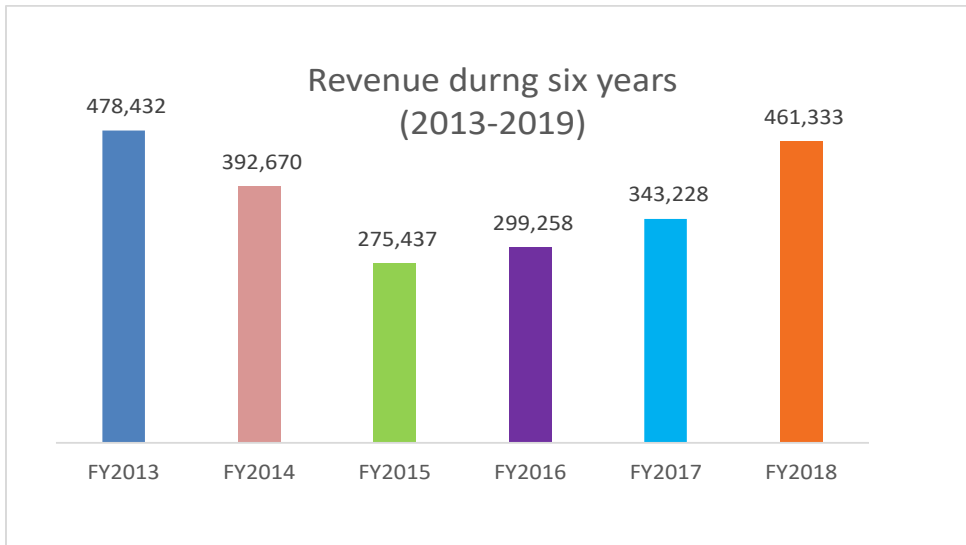
(dalam ribuan AS\$, kecuali dinyatakan lain)
(In thousands of US\$, unless otherwise stated)

Uraian	2018	2017	2016	2015	2014	2013	Description
Penjualan Bersih	461,333	343,228	299,258	275,437	392,670	478,432	Net Revenues
Laba Kotor	96,522	70,508	55,921	48,161	68,732	73,569	Gross Profit
Laba Usaha	50,519	30,538	23,577	10,068	26,241	30,035	Operating Income
Laba Bersih	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	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Aktiva Tidak Lancar	42,582	45,083	49,011	50,866	51,938	55,653	Non-Current Assets
Jumlah Kewajiban	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Tidak Lancar	11,150	9,889	9,775	9,689	8,150	6,168	Non-Current Liabilities
Kewajiban Lancar	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	169,289	150,303	142,307	228,716	228,104	217,587	Equity
Total Kewajiban dan Ekuitas	346,312	283,350	239,279	281,605	378,703	403,582	Total Liabilities and Equity
Total Investasi	2,705	1,281	1,478	2,357	5,837	9,792	Total Investments
Total Modal Kerja	137,857	115,190	103,071	187,539	184,316	168,102	Total Working Capital

Company Financial Performances (as of 31 Mar 2019)

HEXINDO REVENUE

Period : Fiscal Year 2013-2018

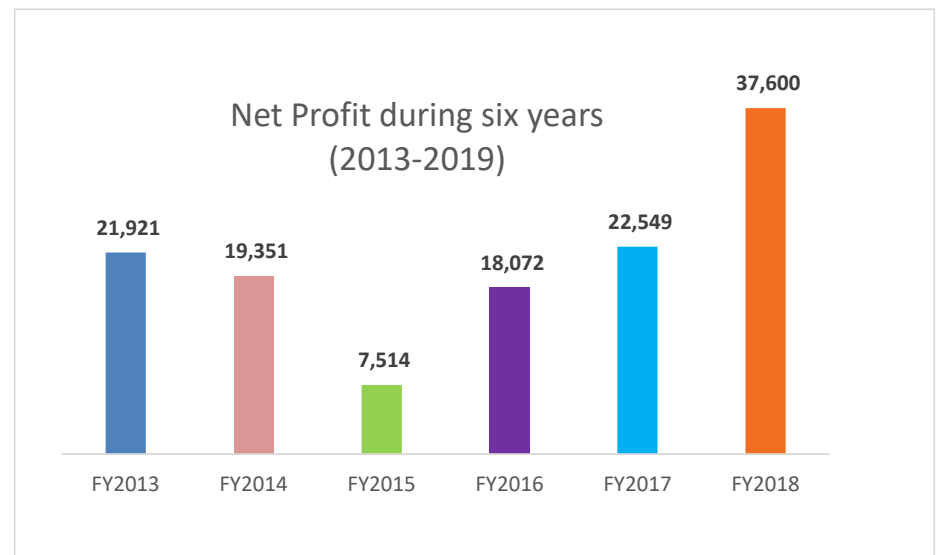


- FY13 [April 13 - Mar 14] = KUSD 478,432
- FY14 [April 14 - Mar 15] = KUSD 392,670
- FY15 [April 15 - Mar 16] = KUSD 275,437
- FY16 [April 16 - Mar 17] = KUSD 299,258
- FY17 [April 17 - Mar 18] = KUSD 343,228
- FY18 [April 18 - Mar 19] = KUSD 461,333

HEXINDO NET PROFIT

Period : Fiscal Year 2013-2018 (in KUSD)




- FY13 [April 13 - Mar 14] = KUSD 21,921
- FY14 [April 14 - Mar 15] = KUSD 19,351
- FY15 [April 15 - Mar 16] = KUSD 7,514
- FY16 [April 16 - Mar 17] = KUSD 18,072
- FY17 [April 17 - Mar 18] = KUSD 22,549
- FY18 [April 18 - Mar 19] = KUSD 37,600



Sales and Product Support Network (as of OC published on Apr19)

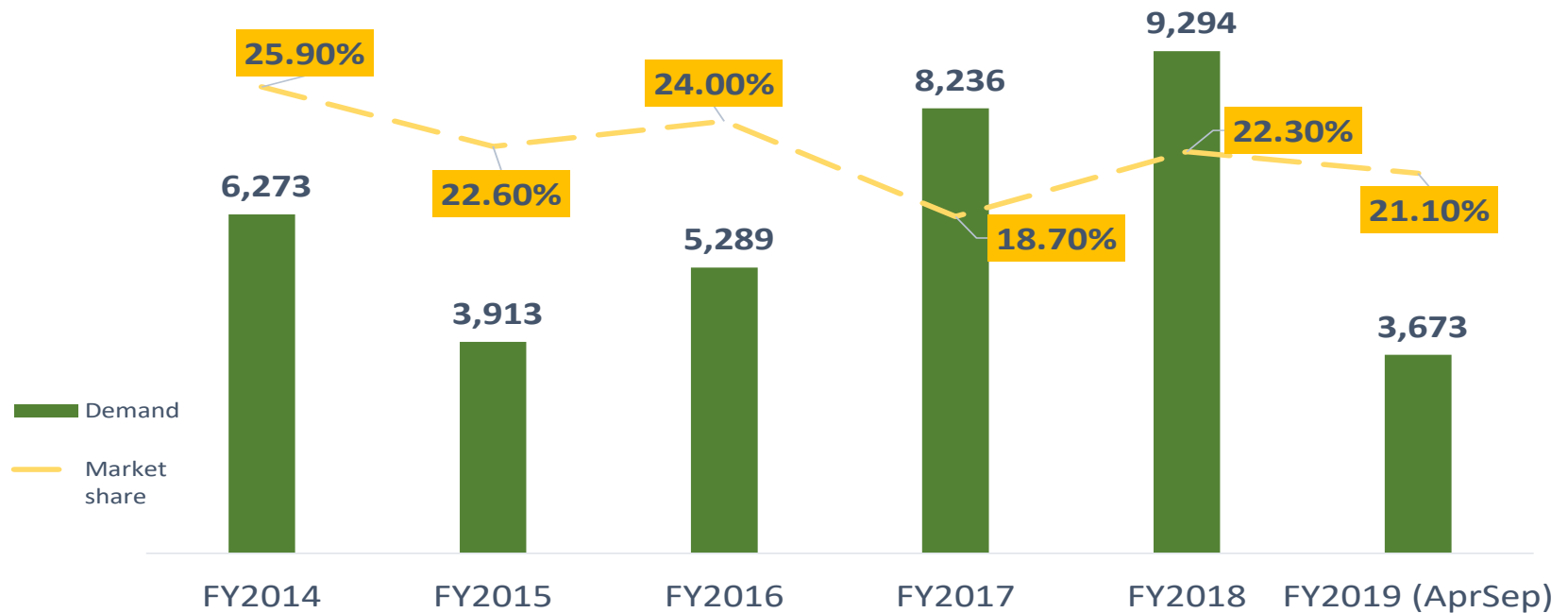


Legend

	Branch	: 20
	Contact Office	: 13
	Mining project	: 15
	Total	: 48 outlets

In order to accommodate the evolving economic conditions and remain well positioned in the future, Hexindo is further optimizing its presence at all of provinces in Indonesia.

Market Share & Sales Projection

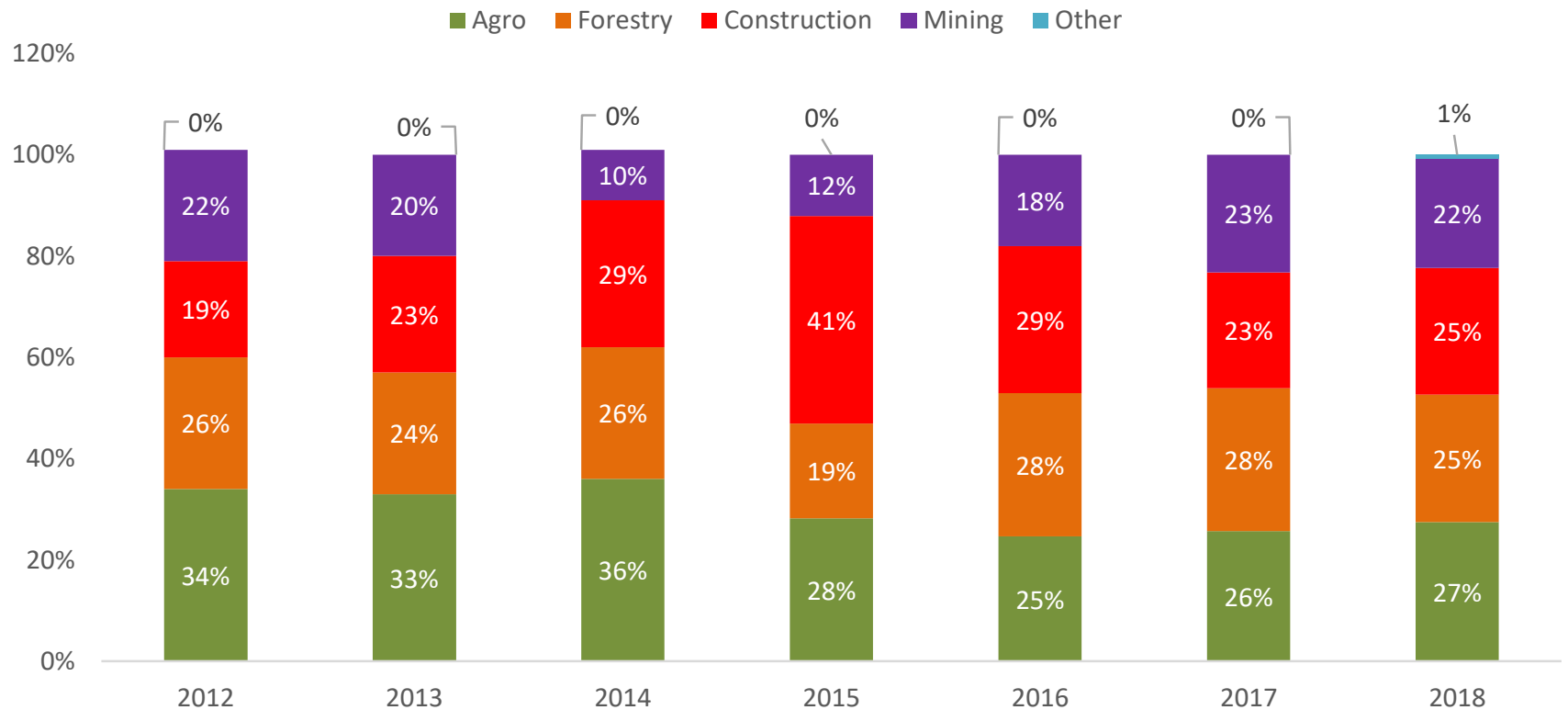


	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 (AprSep)
DEMAND	6,273	3,913	5,285	8,236	9,294	3,662
SALES	1,627	883	1,267	1,539	2,071	774
HAP MARKET SHARE	26.90%	22.60%	24.00%	18.70%	22.30%	21.10%

Sales Composition by Sector (as of 31 Mar 2019)



Sales per Sector



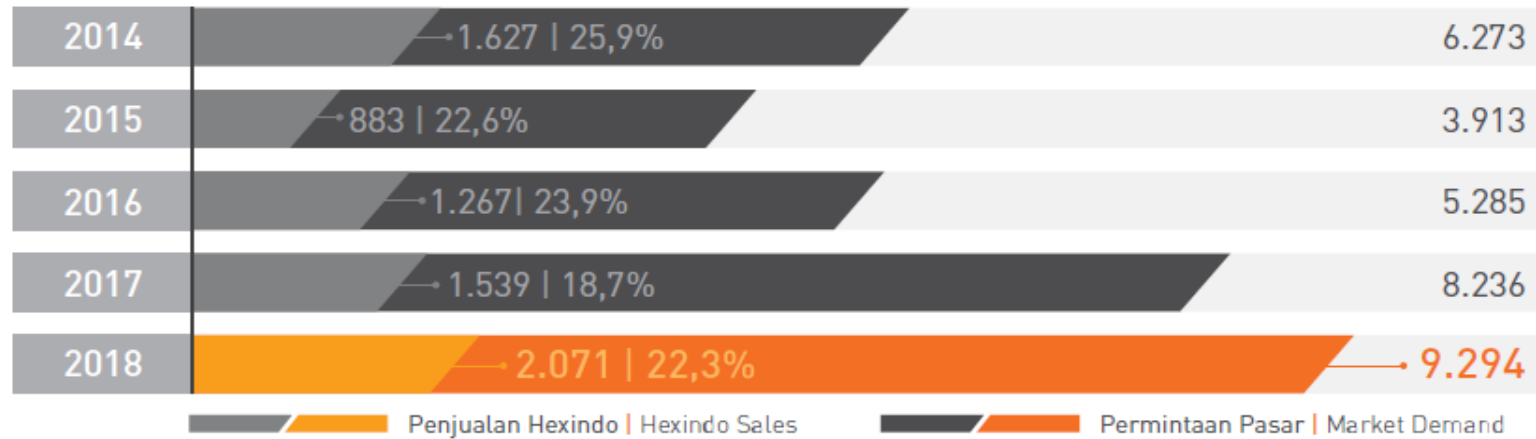
* Excluded ME, WL, others

Market Share



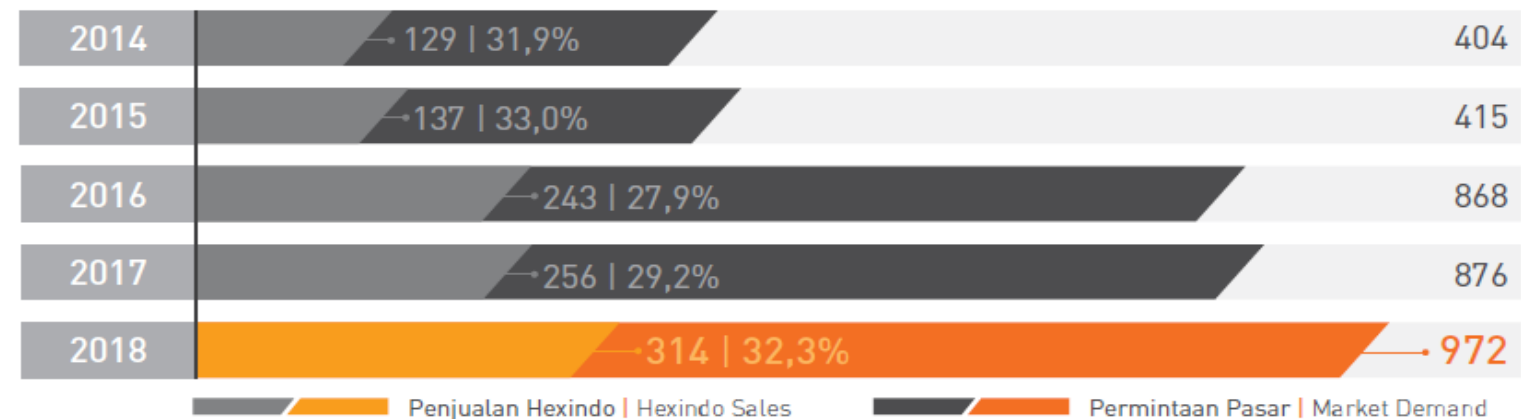
Ekskavator Hidraulis di Atas 6 Ton (dalam Unit)

Over 6-Ton Hydraulic Excavator (in Units)



Ekskavator Mini (dalam Unit)

Mini Excavator (in Units)



Market Share



Wheel Loader (dalam Unit)

Wheel Loader (in Units)



Articulated Dump Truck (dalam Unit)

Articulated Dump Truck (in Units)

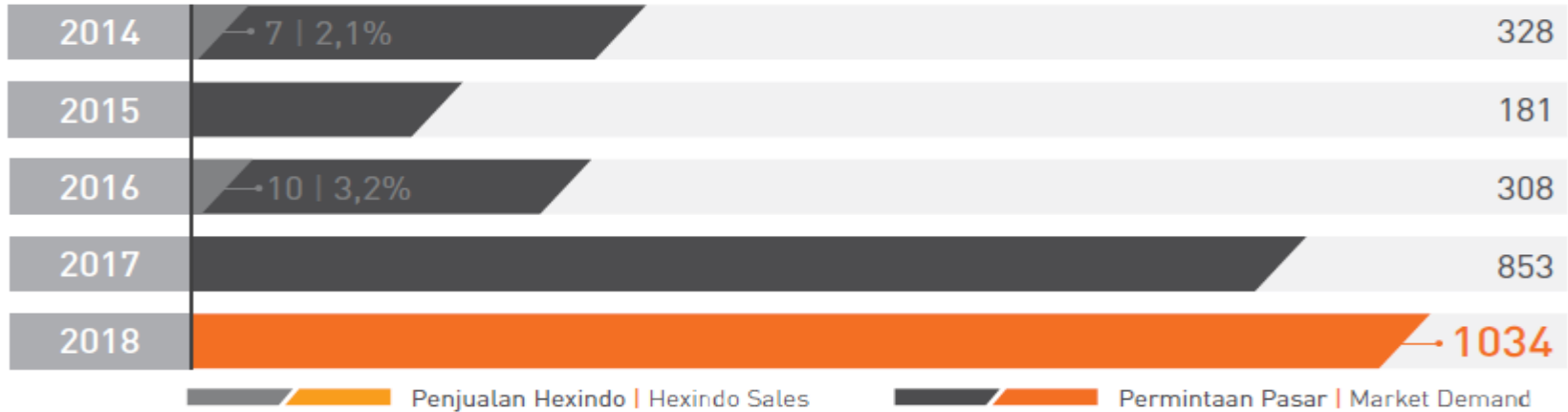


Market Share & Sales per Segment



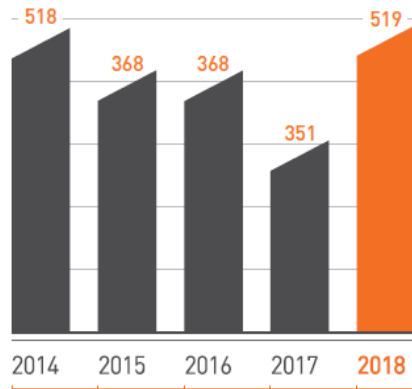
Rigid Dump Truck (dalam Unit)

Rigid Dump Truck (in Units)



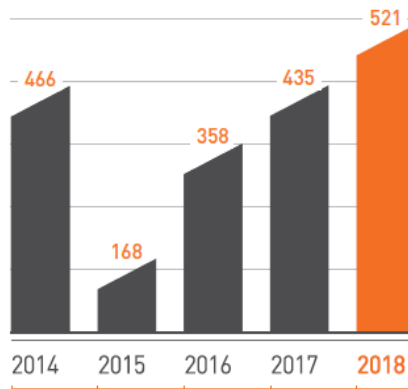
Konstruksi (dalam Unit)

Construction (in Units)



Perhutanan (dalam Unit)

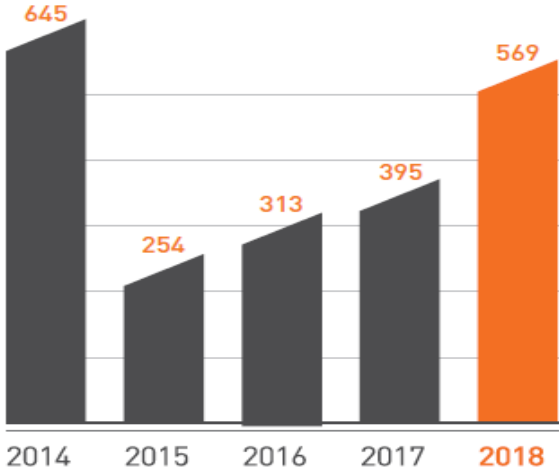
Forestry (in Units)



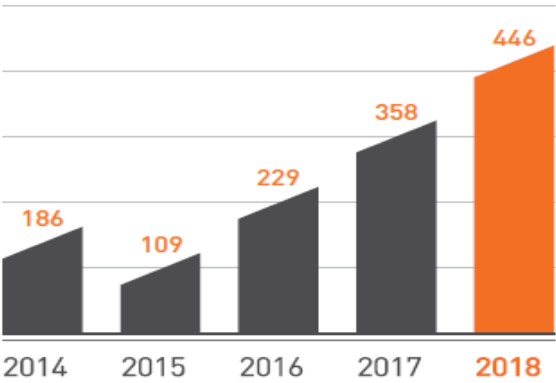
Sales Per Segment



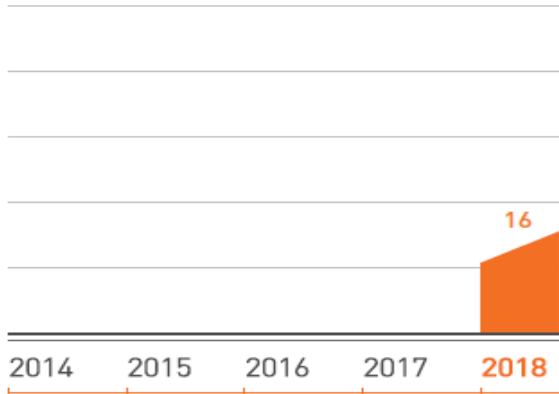
Pertanian (dalam Unit)
Agriculture (in Units)



Pertambangan (dalam Unit)
Mining (in Units)

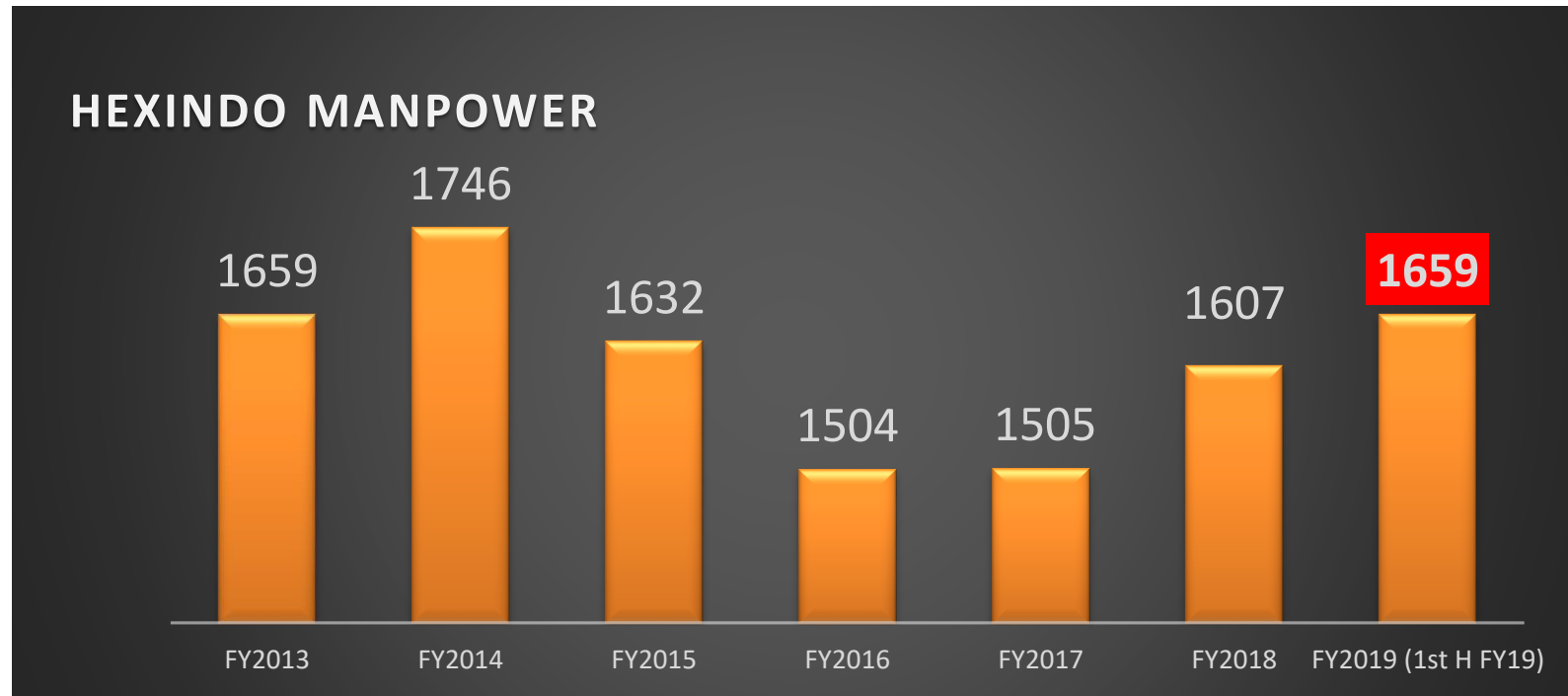


Lain-lain (dalam Unit)
Others (in Units)



Human Resources (as of 31 Mar 2019)

Hexindo has the support from management and staff working in the Head Office, Main Branches & Project Offices. The number of employees of the company as of **Sep 31, 2019** was 1,659 persons.



Hexindo Milestone



2004

Delivery of EH4500 dump truck and EX5500 excavator



2003

Appointed as 'John Deere' forestry heavy equipment distributor



2002

Achievement of 1,000,000 hours of Hitachi excavator



1999

Establishment of remanufacturing service



1995

IPO at Jakarta and Surabaya Stock Exchanges



1988

Establishment of PT Hexindo Adiperkasa Tbk



1989

First unit sale of Hitachi Hydraulic Excavator EX200 series



1990

Appointment as sole distributor of Hitachi Heavy Equipment for Indonesia



1991

Full Maintenance Contract (FMC) with KPC signed



1994

Initial Public Offering (IPO) of 10 millions shares

Hexindo Milestone



2016

Opening new building of Manado branch



2015

Opening new building of Hexindo head office in Jakarta



2014

Implementing Hexindo Branding Management System



2014

Introduction of Hexindo Engine Oil & Hydraulic Oil



2014

Opening 4 new branches in Cilegon, Cirebon, Kupang and Gorontalo



2008

Signing Memorandum of Understanding of establishment HCMFI



2011

Signing of the Memorandum of Understanding Hexindo CSR-UGM



2013

Opening welding facilities in Samarinda



2013

Establishment warehouse mining facilities in Banjarmasin



2013

CSR Programs with UGM - Heavy Equipment majors (D4)

Systems & Certifications



ISO - Integrated Management System

Is a certification awarded for companies that are focused in enacting effectiveness in their entire business lines in order to improve whole performance of the Company (QMS) in Quality, Safety, Healthy & Environment

SMK3

Indonesia Regulation related to Occupation Health and Safety Management System.



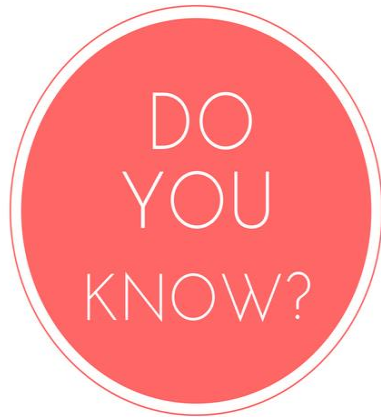
J-SOX

Hexindo applies for J-SOX (Japan Sarbanes Oxley) system in order to anticipate material loss due to potential business risks trough identification of each control.



Balance Scorecard (BSC)
Performance Management Tool which is utilizing as a part of Employee Performance Evaluation.

Significant Award



2018

- Hexindo Receives 'GOOD' Performance Rating from PAMA
- Hexindo as 'Preferred & Certified' Supplier of PT Thiess in Performance Evaluation

2017

- P2 HIV/AIDS Implementer (Gold Category) from Balikpapan Mayor

2016

- Zero Accident Receiver from Period of Jan 2009 - Dec 2015 from Balikpapan Mayor

2015

- Runner up in PJO Teladan Safety & Health, PT Adaro Indonesia

2013

- Awarded as The Best Safety Performance 2015, PT Bukit Makmur Mandiri - Adaro
- Awarded as Trifecta The 50 Best Companies, Forbes Indonesia Magazine

2012

- Awarded as The 50 Best Companies, Forbes Indonesia Magazine

2011

- Achievement of SMK 3 Certification
- Awarded as The 40 Top Performing Small & Mid-sized Companies, Forbes Indonesia Magazine

2010

- Awarded as The Fastest Growth Company, Fortune Magazine
- Received the Certification of ISO 14001: 2004 and OHSAS 18001:2007

2009

- Received the Certification of ISO 9001: 2008
- Awarded as Best Trading Company, Best Emiten and Top Performing Company, Investor Magazine

Good Corporate Governances

General Meeting of Shareholders

The highest forum that facilitates shareholders in making decision on investment at Hexindo.

Risk Management Committee & Compliance Committee

Develop an preventive action pattern by designing a method for any risks potentially interrupting the Company's operation.

Quality Health, Safety & Health Committee

Manifestation of Company's commitment to ensure the compliance of safety, health and environment activities against the applicable rules.

Investment and Procurement Committee

To facilitate and supervise the e-procurement so as to be in line with the applicable principles and regulations.

CSR Activities

Social commitment is a fundamental for Hexindo business. We actively advancing our sustainable development programs by collaboration with society to enhance a better life. A better future.

Our contribution to improving environment, health, safety and education in Indonesia.



Mangrove Plantation
Balikpapan, East Kalimantan



30RN TO CARE Campaign
Sentul, West Java



30RN TO SHARE Campaign
Blood Donation



Educational Partnership with
UGM University



Sharing Knowledge with SMK
Students in Kalimantan



Participation in Competency Test
with SMK 1 PPU

CSR Activities

Social commitment is a fundamental for Hexindo business. We actively advancing our sustainable development programs by collaboration with society to enhance a better life. A better future.

Our contribution to improving environment, health, safety and education in Indonesia.



Women & Children Empowerment, Jakarta



Children Empowerment Bantar Gebang, Bekasi



Inspire The Future Campaign through Inspiration Class, Jakarta



Inspire The Future Campaign Palembang



Book Donation Batu Kajang, Kalimantan

HEXINDO
CALL FOR HUMANITY
 (22/12) Saturday's tsunami, which was triggered by eruptions of Anak Krakatau, hit Banten and South Lampung area, left hundreds people dead, thousands injured and enormous loss. Your contribution can make a difference.

WHAT CAN WE DO?
 PT Hexindo Adiperkasa Tbk encourage all employees to send their pray together for all victims as well as participate on helping unfortunate people.
 If you willing to give the donation-non clothes:

BLANKET **INSTANT FOODS (except: noodles)** **DIAPERS**
 kindly put it on Donation Box provided by company in Head Office and Jakarta branch area.

CASH DONATION:
 Account number : 777 252 2577
 Bank Syariah Mandiri - Bojonegara
 Beneficiary name : Zahrman dan Muhamad Nasir (DKM Al Karim)
 Please add '28' to your transfer amount. Ex: Transfer IDR 500,028; IDR 200, 028. (no minimum transfer)

Kindly donate at least by **Tuesday, 8 January 2018** as Company will help distribute it to the victims through NCO/Asas Cipta Tanggung (<https://actr.id/>)
 For further information, please contact Corplan & SMO Dept: corplan@hexindo-tbk.co.id

Call for Humanity Campaign (*special for natural disaster)

Improvement Programs

- Improvement program through Kaizen Concept called as **Kinerja Prima**
- Implementation of Hexindo Brand Management System




HEXINDO

KINERJA PRIMA 2019

REGISTER YOUR TEAM NOW!

Rewards:

- ★ KP Award and Attractive Prizes

Rules

- ★ Each branch / Department shall dispatch one (1) team to involve in this program.
- ★ Each team consists of 3-4 persons from various sections.
- ★ Proposal of KP 2019 should be submitted to KP Committee before 30th June 2019.
- ★ Semi Final - Final Round will be executed at Jakarta.

Contact us for more information :
 Gorgan and SMO Dept
 Zachra Ext. 250
 Dama Ext. 258
 Danang Ext. 545



Strategic Plan 2019



No.	Project	Description
1.	Empowerment of Safety, Environment and Compliance as Our Top Priority.	<p>Aim to reach a "Zero" accidents in daily & operational activities.</p> <p>Improve the compliance to the company rule & government guideline on daily works and environment issues.</p>
2.	Offering Reliable Solutions thru After-Sales Supports	<p>Further expansion of parts/service sales with introduce CE -remanufacturing & mining refurbishment program.</p> <p>New system development for sustainable growth – through Parts Online Shop/24hrs Services/others.</p>

Strategic Plan 2019



No.	Project	Description
3.	Increase Sales Opportunities by Providing Wider Range of Products	<p>Offering Bell-ADT together with Excavators as package deal.</p> <p>Preparation for setup a rental business together with HMAP.</p> <p>Developing new attachments to meet customers' demands.</p>
4.	Empower Corporate Culture through One Hexindo Concept	Provide various training/education programs in order to improve all employees capability & competency

Product Lines





HEXINDO

Further info :

Corporate Secretary : Listiana@Hexindo-tbk.co.id

www.hexindo-tbk.co.id

PT Hexindo Adiperkasa Tbk

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