



# HEXINDO

## ONE HEXINDO

YOUR NEIGHBOR IS YOUR CUSTOMER



# COMPANY PERFORMANCE REPORT

Period April 2019\_Mar 2020

# FINANCIAL PERFORMANCE

# Finance Highlight



## IKHTISAR KEUANGAN

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

Uraian	2019	2018	2017	2016	2015	2014	2013	Description
Penjualan Bersih	424,431	461,333	343,228	299,258	275,437	392,670	478,432	Net Revenues
Laba Kotor	107,900	96,522	70,508	55,921	48,161	68,732	73,569	Gross Profit
Laba Usaha	53,548	50,519	30,538	23,577	10,068	26,241	30,035	Operating Income
Marjin Laba Kotor	25%	21%	21%	19%	17%	18%	15%	Gross Profit Margin
Laba Bersih	38,437	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	266,023	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	224,443	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Aktiva Tidak Lancar	41,580	42,581	45,083	49,011	50,867	51,938	55,653	Non Current Asset
Jumlah Kewajiban	87,696	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Lancar	77,656	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	178,327	169,289	150,303	142,307	228,716	228,104	217,587	Equity
Total liabilitis & Ekuitas	266,023	346,312	283,350	239,279	281,605	378,702	403,582	Total Liabilities & Equity
Total Modal Kerja	146,787	137,857	115,190	103,071	187,539	184,316	168,102	Total Working Capital

# April 2019 – March 2020



	FY2018(A)	FY2019(A)	B / A	C = B-A	C / A
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	461,333	424,431	92%	(36,902)	-8%
GROSS PROFIT	96,522	107,900	112%	11,378	12%
OPERATING EXPENSES	(43,937)	(48,635)	111%	(4,698)	11%
INCOME BFR INTEREST	50,519	53,548	106%	3,029	6%
NET INCOME	37,600	38,437	102%	837	2%

ACCOUNT NAME	FY2018 (A)		FY2019 (B)		C= B-A	C/A
	AMOUNT		AMOUNT			
UNIT	275,355		248,260		(27,095)	-11%
SPARE PARTS	108,040		102,778		(5,262)	-5%
SERVICES & MAINTENANCE	77,938		73,393		(4,545)	-6%
TOTAL SALES	461,333		424,431		(36,902)	-9%
UNIT	27,184	9.9%	29,565	11.9%	2,381	8%
SPARE PARTS	40,442	37.4%	42,185	41.0%	1,743	4%
SERVICES & MAINTENANCE	28,896	37.1%	36,150	49.3%	7,254	20%
TOTAL GP	96,522	20.9%	107,900	25.4%	112%	0%

# Financial Ratio

Financial Ratio	FY2018	FY2019
<b>General</b>		
Days of Inventories	162	156
Cash Cycle	164	173
<b>Liquidity Ratio</b>		
Current Ratio : CA vs. CL	176%	289%
<b>Solvency Ratio</b>		
Liabilities vs. Equity Ratio	112%	49%
Debt vs. Equity Ratio	23%	0%
<b>Profitability Ratio</b>		
Return on Equity	22%	22%
Return on Asset	10%	15%
Return on Sales	8%	9%
Asset Turnover	129%	160%
Leverage	212%	149%
ROI	21%	25%

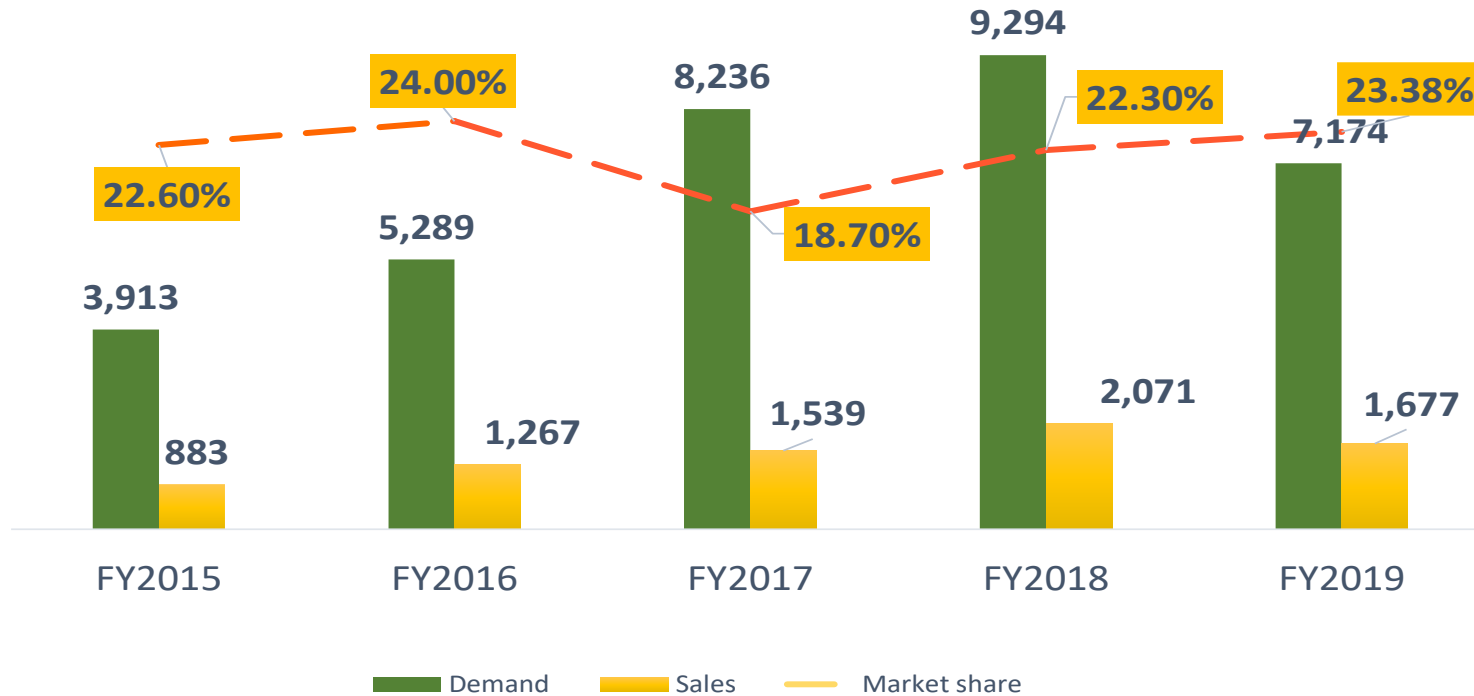
	FY2018	FY2019		
DEMAND (EXC. 6T OVER)	9,294	7,174	(2,120)	-23%
SALES	2,071	1,677	(394)	-19%
MARKET SHARE	22.30%	23.38%	1.08%	105%

1. FY2019 demand of H/E ( Excavator 6T over) decreased 23% and actual sales decreased 19% compared with same period of FY2018.
2. Market share was increased 1.7% from 22.3% to 23.4%, although from the quantity point of view was decreased around 19%
3. PS sales in FY2019 was 95% against FY2018 due to slowing down an overall economical condition in 1<sup>st</sup> quarter of year 2020 and mining activity decrease followed by part sales & maintenance during FY2019.
4. GP margin of machine and PS improve in FY2019 about from 21% become 25%. GP ratio part increased from 37.4% to 41% and service & FMC increase 37.1% to 49.3%

# SALES PERFORMANCE

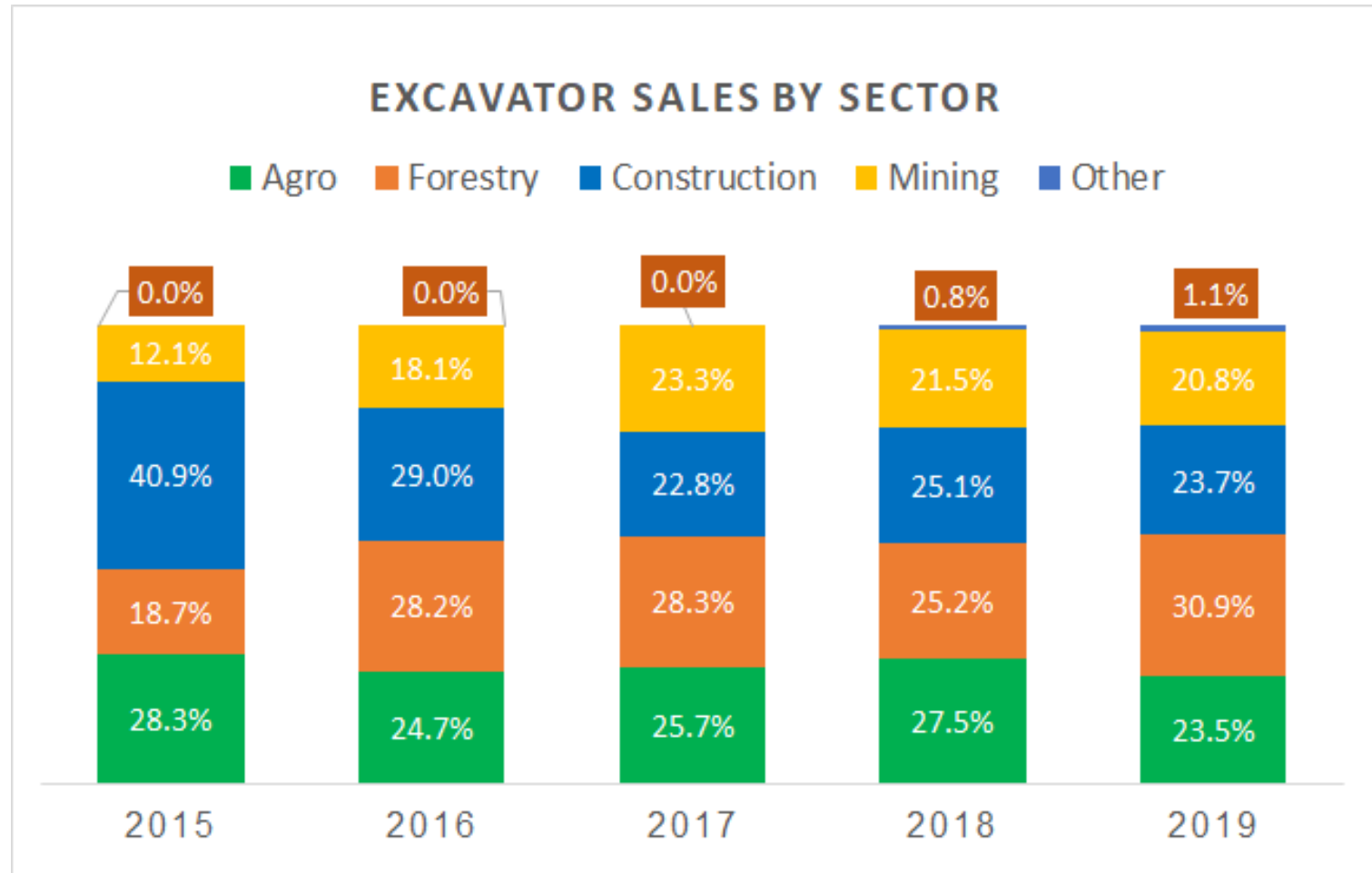


# Market Share – Excavator 6Ton up

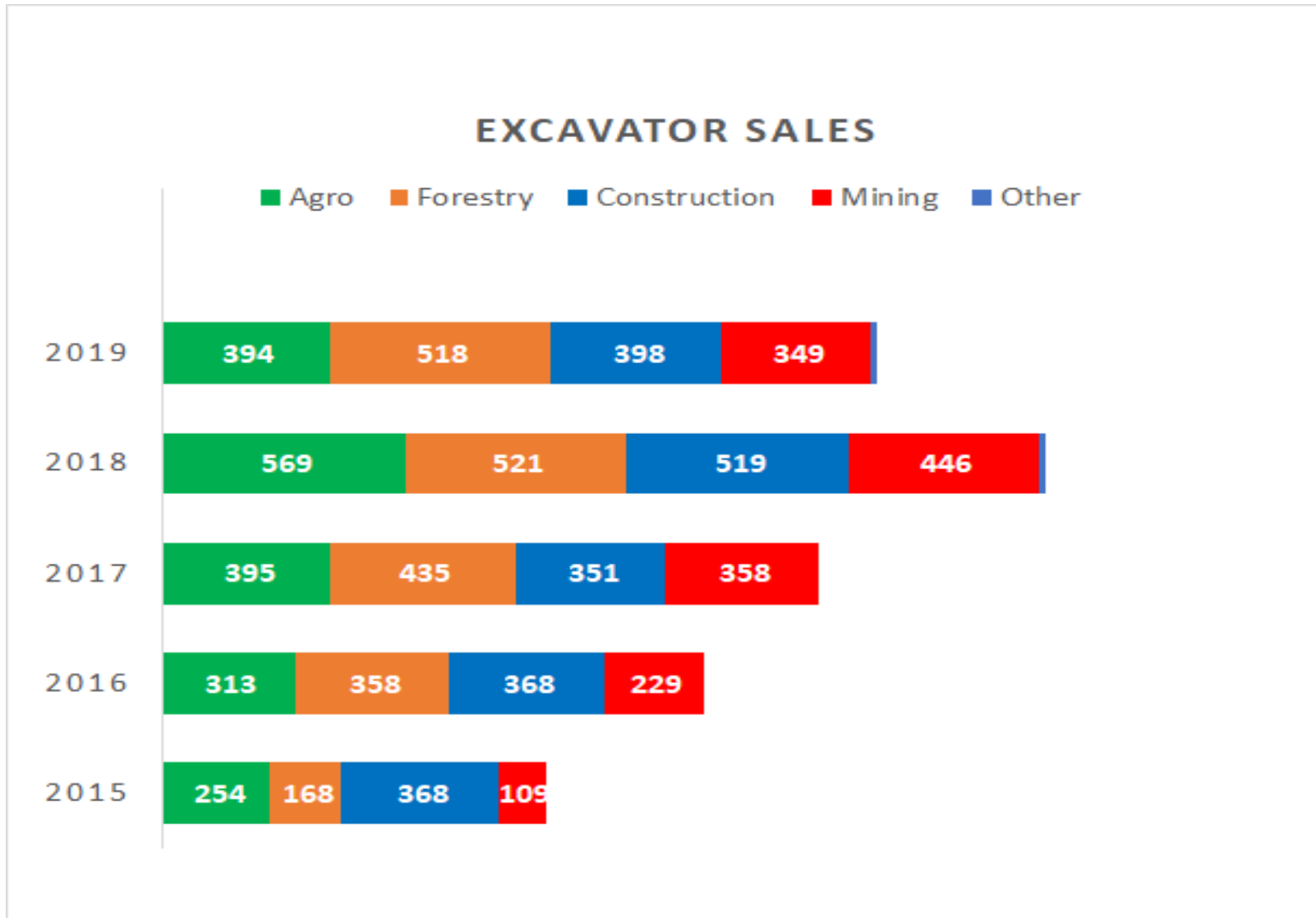


	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
DEMAND	6,273	3,913	5,285	8,236	9,294	7,174
SALES	1,627	883	1,267	1,539	2,071	1,677
HAP MARKET SHARE	26.90%	22.60%	24.00%	18.70%	22.30%	23.38%

# Excavator Sales per Sector (6T over)



# Excavator Sales per Sector



# Comparison with FY2018



Hitachi Products	Demand		Sales		Share	
	2018	2019	2018	2019	2018	2019
1. Excavator (6t over)	9,294	7,174	2071	1677	22.30%	23.38%
2. Wheel Loader	980	958	58	47	5.90%	4.91%
3. Mini Excavator	972	923	314	300	32.30%	32.50%
Bell Products	Demand		Sales		Share	
	2018	2019	2018	2019	2018	2019
1. Articulated Dump Truck	273	136	18	24	6.60%	17.65%

# OTHER PERFORMANCE

# Shareholders Info (31 March 2020)



## CLASSIFICATION OF SHAREHOLDERS

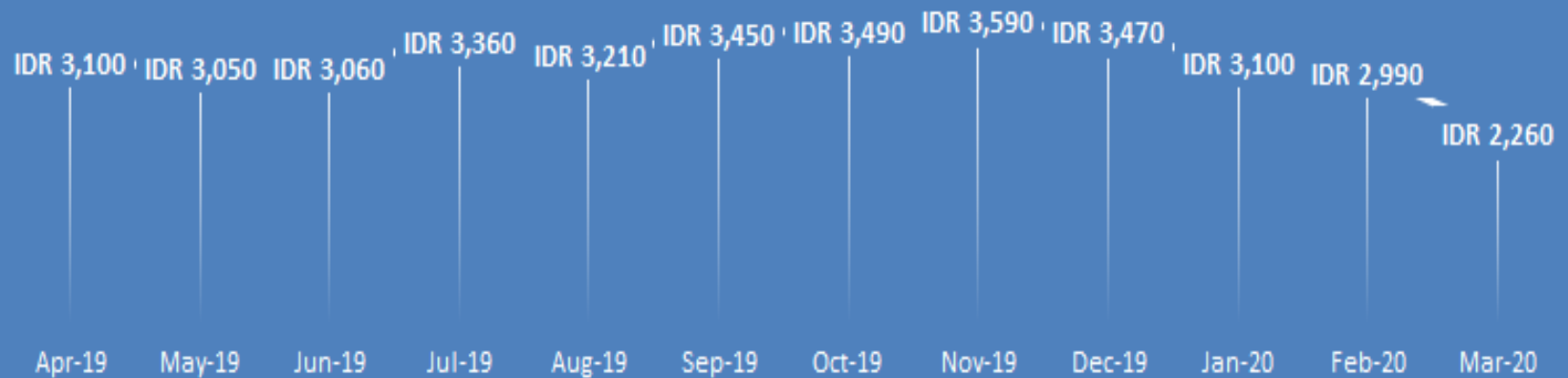
as of 31 March 2020

Shareholders Classification	Domestic (Local)			Foreign			Remark
	Total shares	Ownership (%)	Total Shareholders	Total shares	Ownership (%)	Total Shareholders	
<b>Script :</b>							
Corporate (PT, CV, GOV)	800,000	0.09%	2	618,630,000	73.64%	5	*Including HCM Japan & Itochu on foreign script
Individual (Ind, Kar, Alm)	6,265,000	0.74%	15	-	-	-	
Sub Total	7,065,000	0.84%	17	618,630,000	73.64%	5	
<b>Total Script</b>				<b>625,695,000</b>	<b>74.48%</b>	<b>22</b>	
<b>Scriptless</b>							
Mutual Fund (Rek, Dan, inv)	2,363,900	0.28%	8	-	-	-	
Insurance Ins)	1,730,500	0.20%	1	-	-	-	
Pension Fund	27,000	0.00%	3	-	-	-	
Corporate (PT, CV, GOV)	251,019	0.02%	7	162,770,181	19.37%	63	Including HMAP on foreign scriptless
Individual (Ind, Kar, Alm)	43,920,100	5.22%	1,595	3,242,300	0.38%	26	
Sub Total	48,292,519	5.45%	1,614	166,012,481	20.05%	89	
<b>Total Scriptless</b>				<b>214,305,000</b>	<b>25.51%</b>	<b>1,703</b>	
<b>Total Hexindo Shares</b>				<b>840,000,000</b>	<b>100%</b>	<b>1,725</b>	

# Share Movement



## SHARE PRICE



Date	Share Price
Apr-19	IDR 3,100
May-19	IDR 3,050
Jun-19	IDR 3,060
Jul-19	IDR 3,360
Aug-19	IDR 3,210
Sep-19	IDR 3,450
Oct-19	IDR 3,490
Nov-19	IDR 3,590
Dec-19	IDR 3,470
Jan-20	IDR 3,100
Feb-20	IDR 2,990
Mar-20	IDR 2,260

# Dividend Info



Description	Dividend in 2019	Dividend in 2018	Dividend in 2017	Dividend in 2016	Dividend in 2015	Dividend in 2014	Dividend in 2013	Dividend in 2012
Net Income (KUS\$)	37.600	22.549	18.072	7.514	19.152	21.920	63.785	72.229
Distributed Cash Dividend (KUS\$)	30.080	18.040	14.456	5.964 (* )106.008	6.720	7.644	22.344	35.508
Dividend per Share (US\$)	0.0358	0.02148	0.01721	0.0071 (* ) 0.01262	0.0080	0.0091	0.02660	0.03870
Payout Ratio	80%	80%	80%	79%	35%	35%	35%	45%
Payment Date	25 October 2019	19 October 2018	5 October 2017	28 October 2016	21 October 2015	10 October 2014	8 November 2013	31 October 2012

(\* ) Total dividend payment included extra dividend from retained earnings unappropriated US\$0.199 per share



Thank you