



HEXINDO

ONE HEXINDO

YOUR NEIGHBOR IS YOUR CUSTOMER



Public Expose PT Hexindo Adiperkasa Tbk

Head Office Jakarta

27 September 2019

GENERAL INFORMATION

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.



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 Composition

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

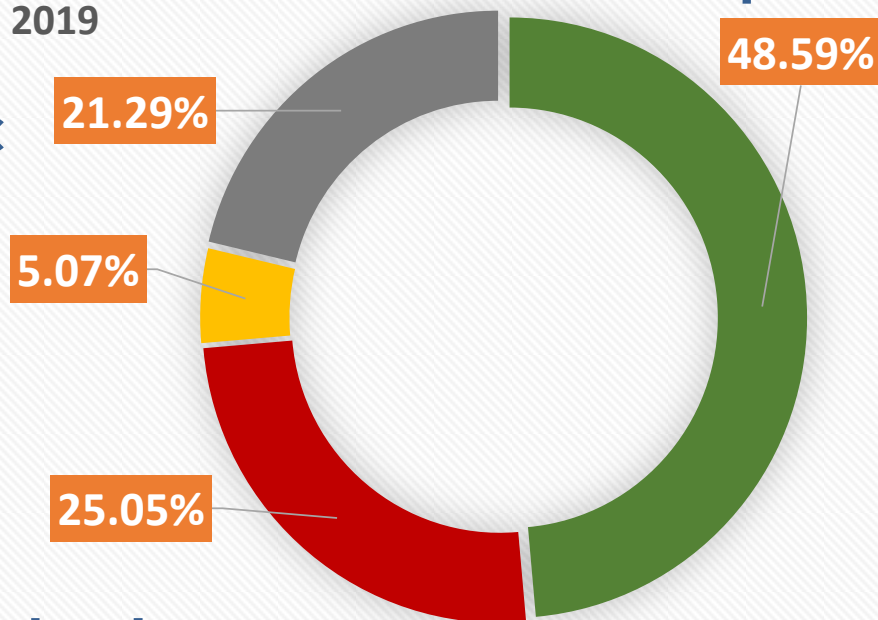
HCM Japan

Public

HMAP

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

Itochu Japan



PT Hexindo Adiperkasa Tbk has been listed 42 million shares in the Jakarta Stock Exchanges as go public company since February 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.

Board of Directors



Kardinal A Karim
President Director /
Independent Director



Eiji Fukunishi
Director



Kenji Sakamoto
Director



Djonggi TP Gultom
Director



Koji Sato
Director



Tohru Kusanagi
Director

Non-Resident Director



Hidehiko Matsui
Non-Resident Director



Tomoatsu Toki
Non-Resident Director

Board of Commissioners



Harry Danui
President Commissioner /
Independent Commissioner



Toto Wahyudiyanto
Commissioner/ Independent
Commissioner

Awards in FY2018



Zero Accident & P2HIV/AIDS Award (Gold & Platinum Category) from South Kalimantan Governor



Green Performance Ranking Assessment Program (PROPER) Award from Provincial Government of East Kalimantan

Zero Accident Award from the Ministry of Manpower of the Republic of Indonesia



Hexindo won 2nd Place in the Hitachi Asia & Pacific Technician Competition 2018



SALES PERFORMANCE

Sales and Product Support Network



20

**Branch Office
Kantor Cabang**

12

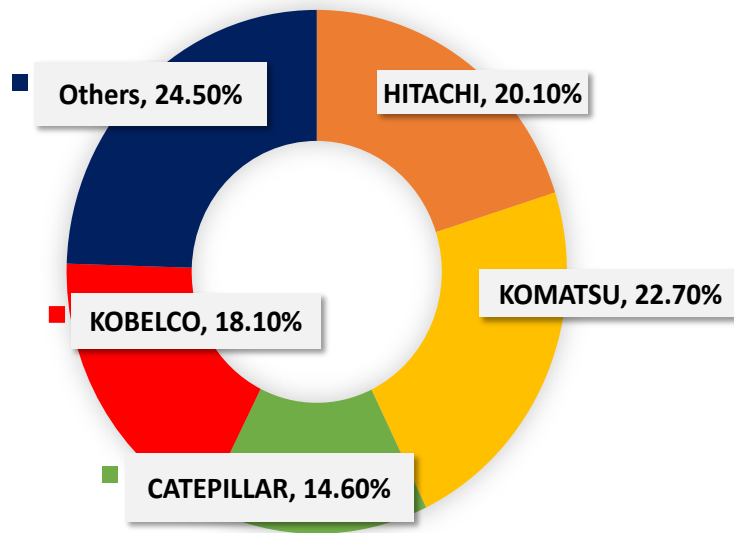
**Contact Office
Kantor Perwakilan**

14

**Project Office
Kantor Proyek**

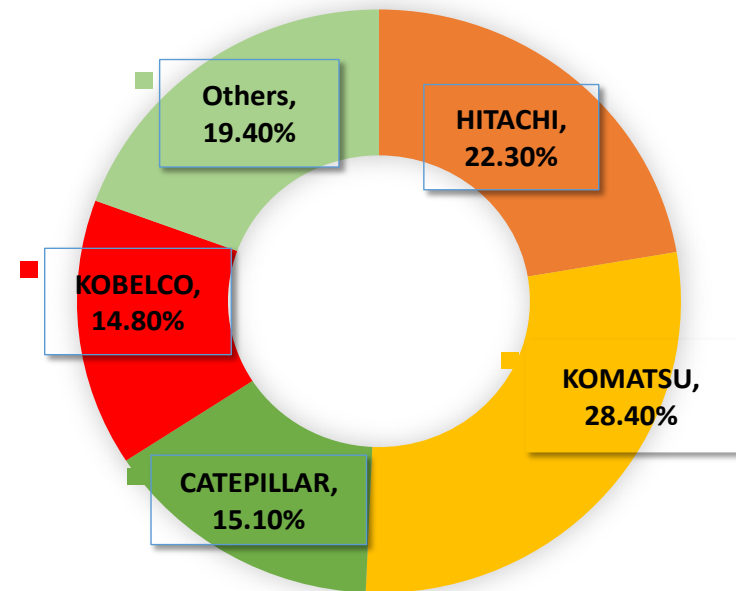
- ✓ YTD Jul' 2019 Hexindo Sales : 572 units, contributed by sector ; agro 103 (22%), Forestry 123 (26%), Construction 117 (25%), Mining 122 (26%), others 1(0%), Wheel Loader (22), Mini Excavator (82) & ADT Bell (2)
- ✓ Hexindo maintained its position as top three excavator market leader with 20.10% as per Jul 2019.

Market Share Apr-Jul 2019



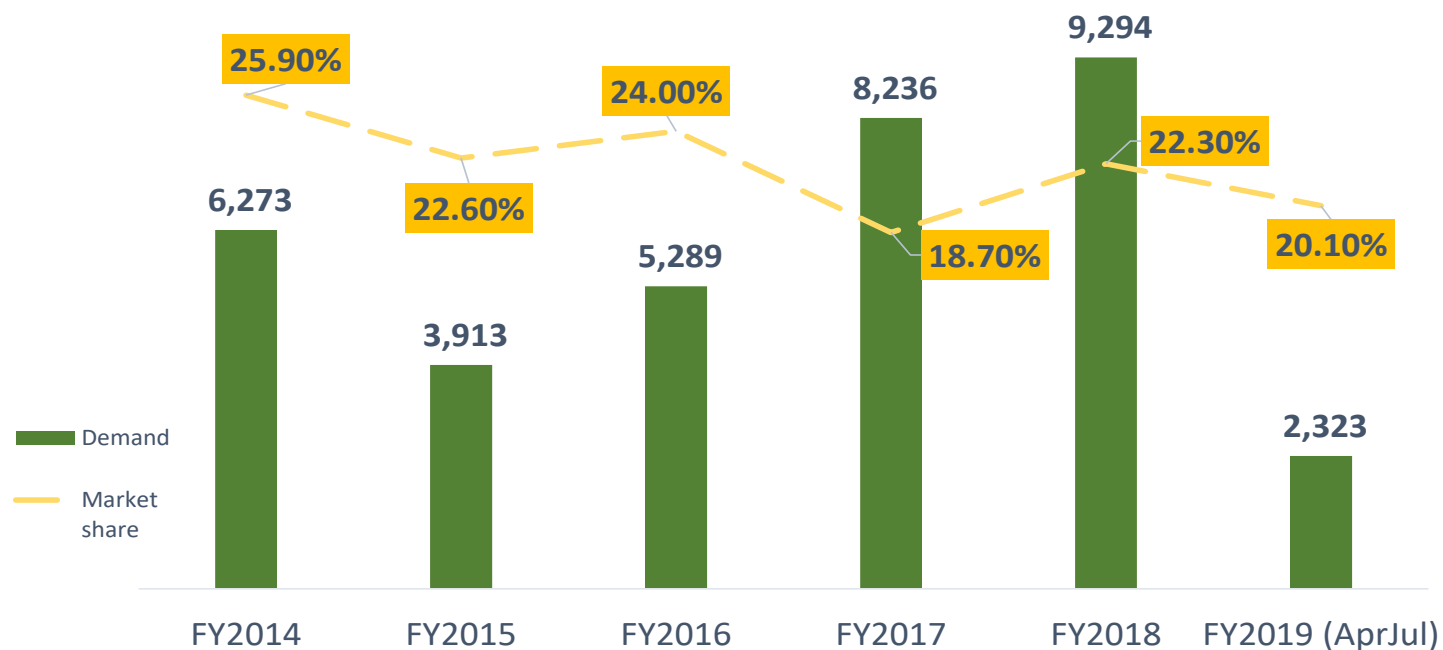
*Demand 2,323 units

Market Share FY2018



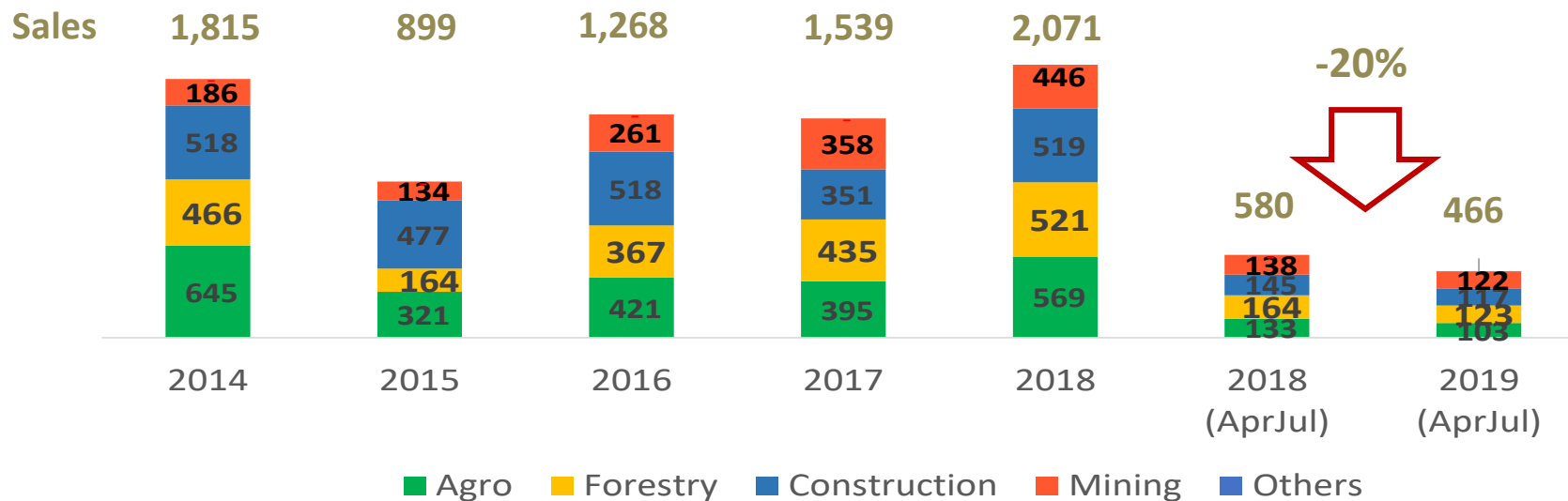
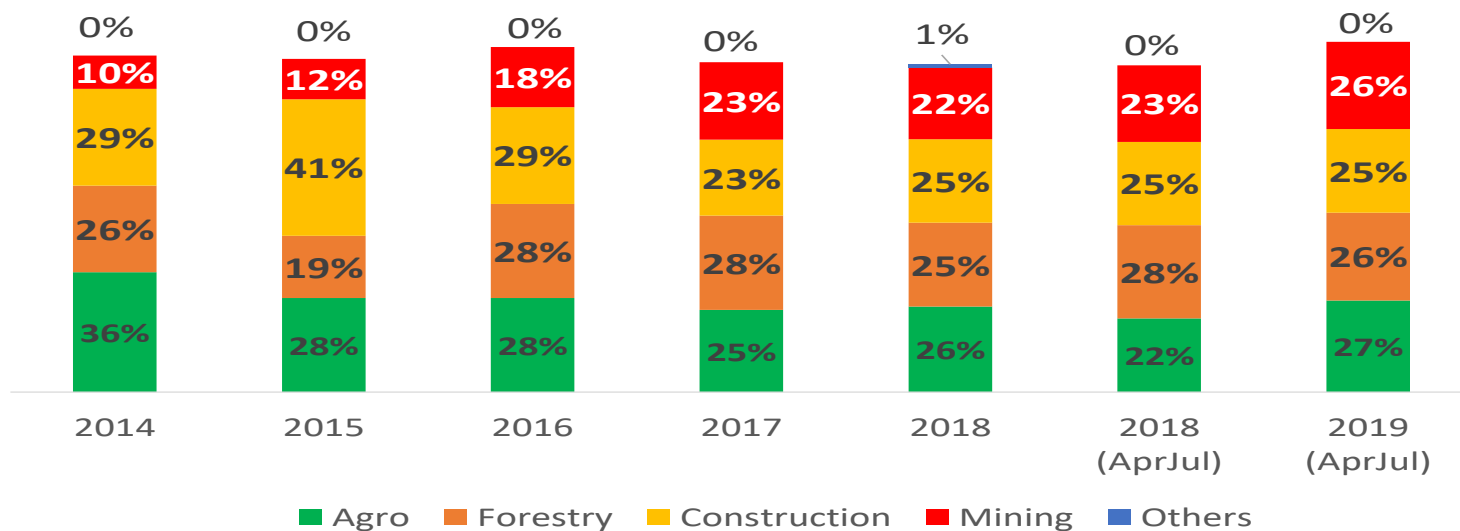
*Demand 9,294 units

Market Share & Sales Projection



ITEM	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019 (Apr Jul)	FY2019 (P)
DEMAND	6,273	3,913	5,285	8,236	9,294	2,323	7,980
SALES	1,627	883	1,267	1,539	2,071	566	1,916
HAP MARKET SHARE	26.90%	22.60%	24.00%	18.70%	22.30%	20.10%	24%

Excavator Sales per Sector



FINANCIAL PERFORMANCE

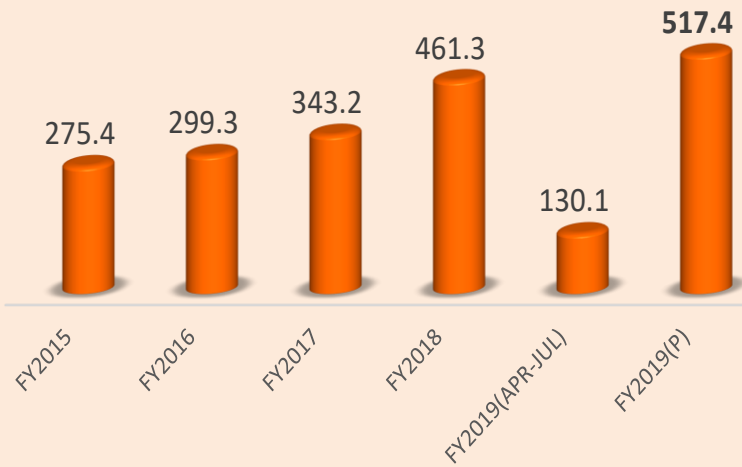
IKHTISAR KEUANGAN

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

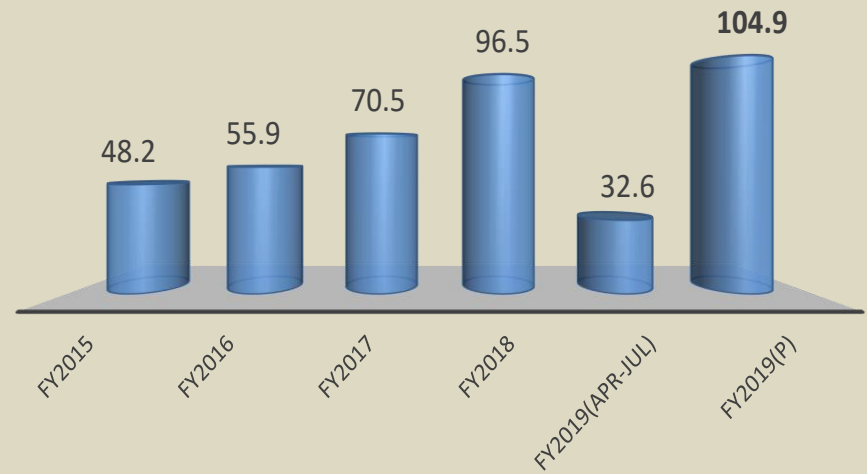
Uraian	Apr - Jul19	Apr - Jul18	2018	2017	2016	2015	2014	2013	Description
Penjualan Bersih	130,055	119,697	461,333	343,228	299,258	275,437	392,670	478,432	Net Revenues
Laba Kotor	32,571	24,871	96,522	70,508	55,921	48,161	68,732	73,569	Gross Profit
MARGIN Laba Kotor	25%	21%	21%	21%	19%	17%	18%	15%	Operating Income
Laba Bersih	13,826	7,240	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	346,094	288,963	346,312	283,350	239,279	281,605	378,703	403,582	Total Assets
Aktiva Lancar	304,936	246,968	303,731	238,267	190,268	230,738	326,765	347,929	Current Assets
Jumlah Kewajiban	162,980	131,419	177,023	133,047	96,972	52,889	150,598	185,995	Total Liabilities
Kewajiban Lancar	152,295	122,480	165,874	123,158	87,197	43,200	142,449	179,827	Current Liabilities
Ekuitas	183,114	157,544	169,289	150,303	142,307	228,716	228,104	217,587	Equity

Financial Overview

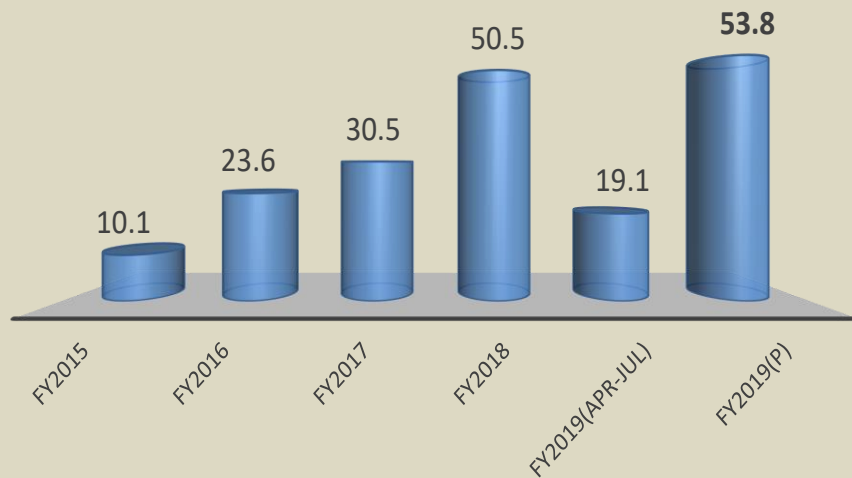
SALES



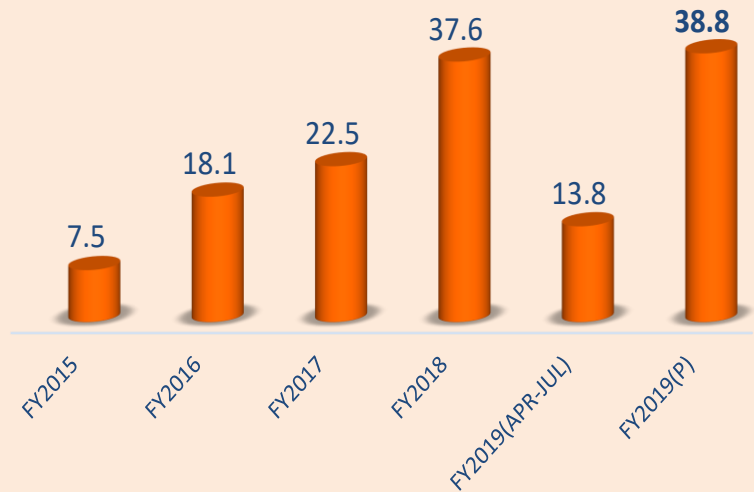
GROSS PROFIT



OPERATING INCOME



NET INCOME



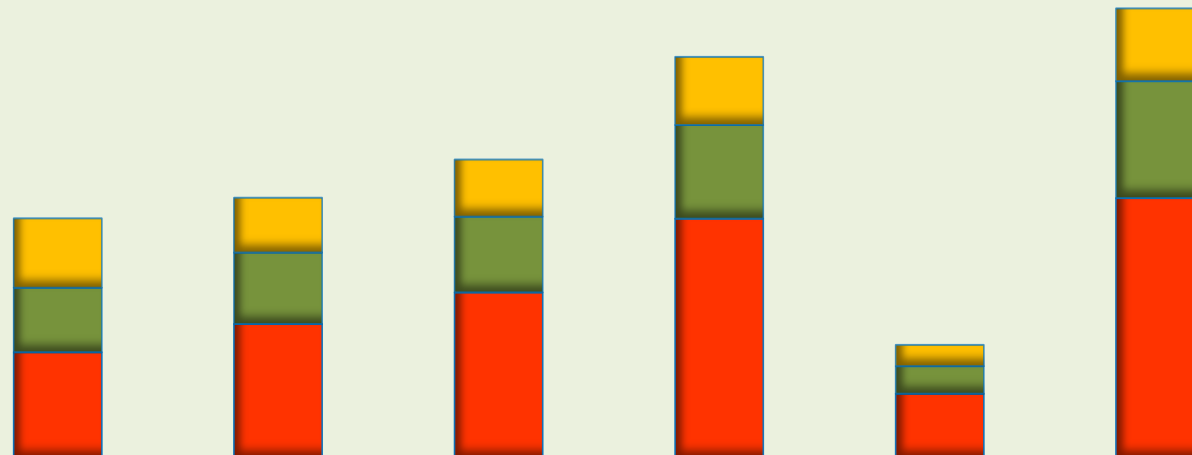
Financial Overview (KUSD)

Descriptions	31/03/19 Audited	31/07/19 Unaudited	31/03/20 Projection
Total Current Assets	303,731	304,936	306,733
Total Assets	346,312	346,094	349,050
Total Current Liability	165,874	152,295	158,392
Total Equity	169,289	183,114	178,458
Revenue	461,333	130,055	517,401
Gross Profit	96,522	32,571	104,867
Operating Profit	50,519	19,146	53,818
Net Income	37,600	13,826	38,789

Net Revenue (KUSD)

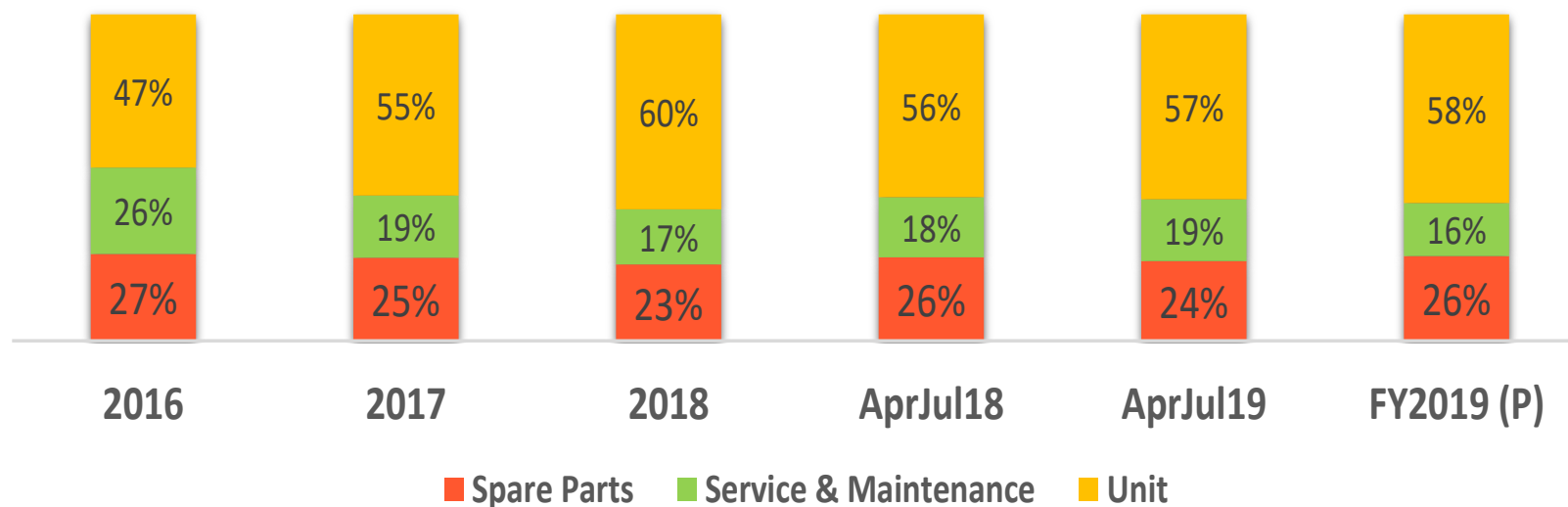
- ✓ YTD Jul'19 Net Revenue increased by ±9% to KUSD130,055 from KUSD119,697, driven by better performances across the company' whole lines of business : Spare Parts ±4%, Service & Maintenances ±12% and unit ±10%

■ UNIT
 ■ SPARE PARTS
 ■ PS & MAINTENANCE



	FY2015	FY2016	FY2017	FY2018	FY2019(APR-JUL)	FY2019(P)
PS & MAINTENANCE	79,816	63,196	65,812	78,400	24,691	84,050
SPARE PARTS	74,007	82,158	87,220	107,578	31,766	134,374
UNIT	121,614	153,904	190,196	275,355	73,598	298,976

Net Revenue (in %)



- ✓ Contribution to Revenue from Unit sales is over than 50% to National Sales, followed by Spare Parts with average 20% and Service & Maintenance with contribution less than 20%.

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>

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



THANK YOU