

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



1st HY2024 Performance Result PT Hexindo Adiperkasa Tbk

30Oct2024

FINANCIAL PERFORMANCE

KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	1stH FY24	FY2023	FY2022	FY2021	FY2020	FY2019	FY2018	Description
Penjualan Bersih	228.963	612.326	630.495	463.263	264.010	424.431	461.333	Net Revenues
Laba Kotor	50.094	138.378	124.965	116.401	69.464	107.900	96.522	Gross Profit
Laba Usaha	17.354	77.214	70.126	69.494	32.981	53.548	50.519	Operating Profit
Marjin Laba Kotor	22%	23%	20%	25%	26%	25%	21%	Gross Profit Margin
Laba Bersih	11.017	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	428.918	409.432	463.332	304.648	256.230	266.023	346.312	Total Assets
Aktiva Lancar	364.888	343.007	403.744	260.977	214.360	224.443	303.731	Current Assets
Aktiva Tidak Lancar	64.029	66.424	59.588	43.671	41.870	41.580	42.581	Non Current Asset
Jumlah Kewajiban	277.715	230.247	297.572	144.945	81.911	87.696	177.023	Total Liabilities
Kewajiban Lancar	262.397	215.256	284.201	133.011	70.398	77.656	165.874	Current Liabilities
Ekuitas	151.203	179.185	165.761	159.703	174.319	178.327	169.289	Equity
Total liabilitis & Ekuitas	428.918	409.432	463.332	304.648	256.230	266.023	346.312	Total Liabilities & Equity
Total Modal Kerja	102.491	127.751	119.543	127.966	143.962	146.787	137.857	Total Working Capital

*FY starts from 1 April - 31 March

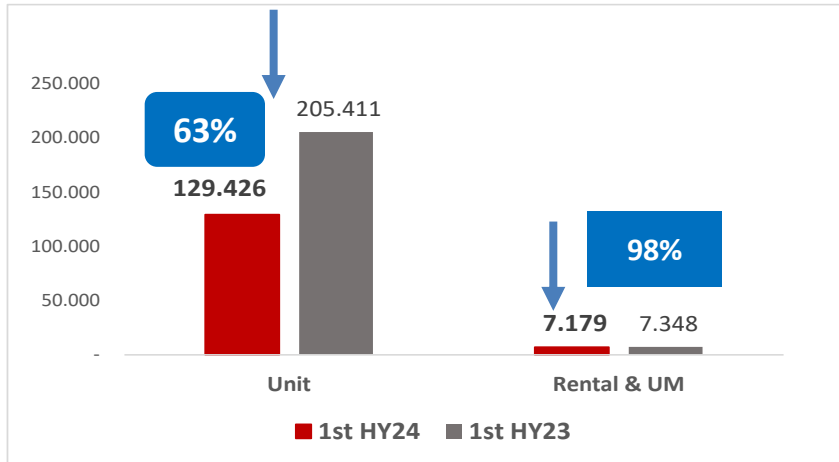
Financial Performance



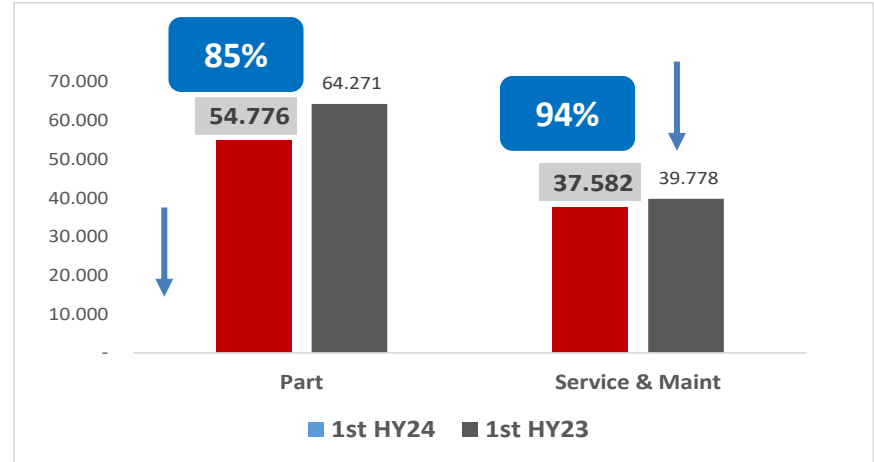
ACCOUNT NAME	1stH FY2024 (F)	1stH FY2024 (A)	A/B	1stH FY2023 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	250.608	228.963	91%	316.808	72%
GROSS PROFIT	54.080	50.094	93%	71.788	70%
OPERATING EXPENSES	(32.630)	(30.341)	93%	(30.238)	100%
OPERATING INCOME	21.450	17.354	81%	42.341	41%
NET OF THE YEAR	16.441	11.017	67%	30.908	36%

ACCOUNT NAME	1stH FY2024 (F)	1stH FY2024 (A)	A/B	1stH FY2023 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	146.535	129.426	88%	205.411	63%
SPARE PARTS	58.369	54.776	94%	64.271	85%
SERVICE & MAINTENANCE	35.846	37.582	105%	39.778	94%
RENTAL & USED	9.858	7.179	73%	7.348	98%
TOTAL SALES	250.608	228.963	91%	316.808	72%
UNIT	11.760	10.225	87%	23.571	43%
SPARE PARTS	22.108	19.806	90%	24.016	82%
SERVICE & MAIN	16.836	17.910	106%	22.888	78%
RENTAL & USED	3.377	2.153	64%	1.313	164%
TOTAL GP	54.080	50.094	93%	71.788	70%

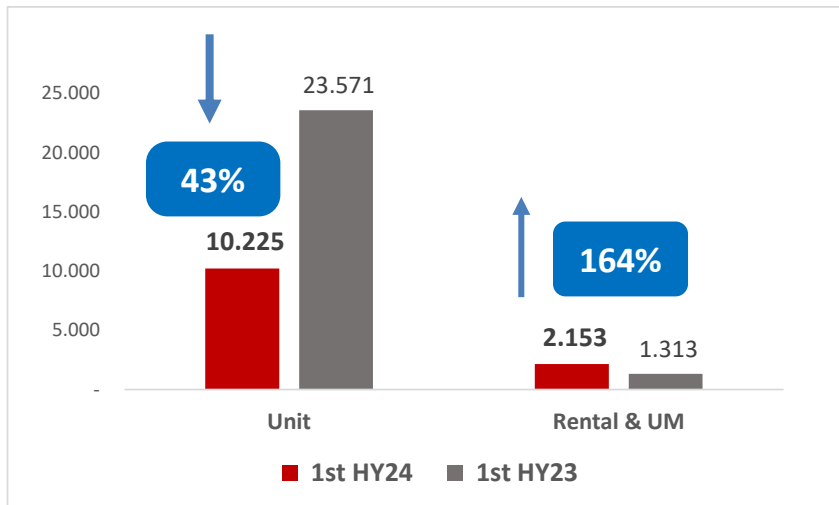
Revenue; Unit, Rental & Used Machines



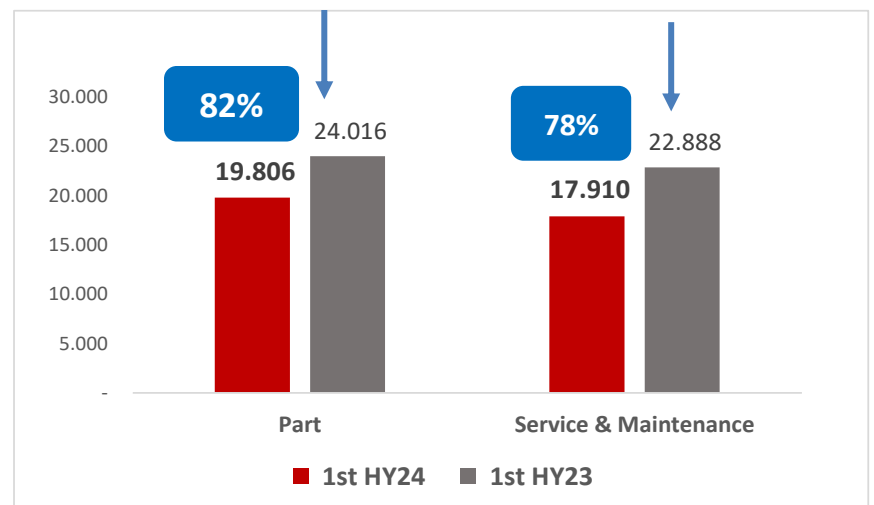
Revenue; Part & Service-Maintenance



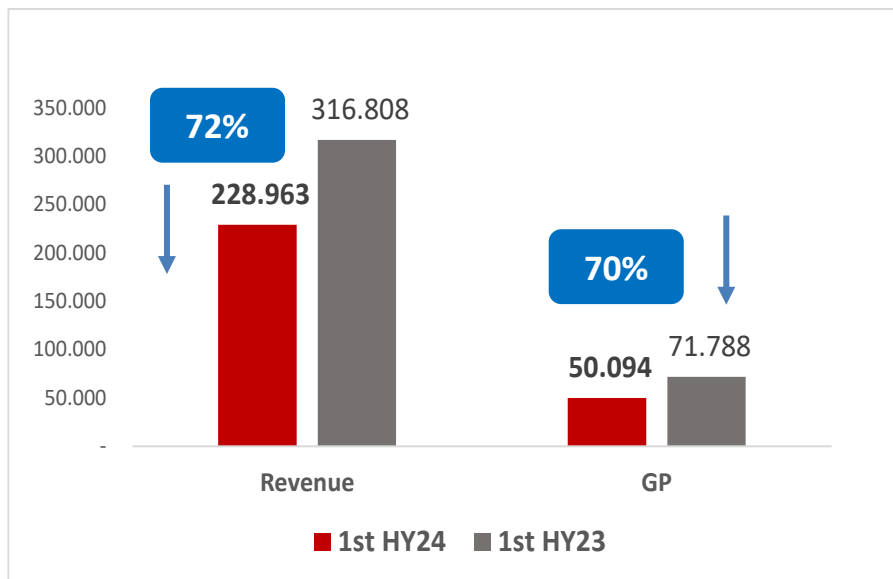
Gross Profit ; Unit, Rental & Used Machines



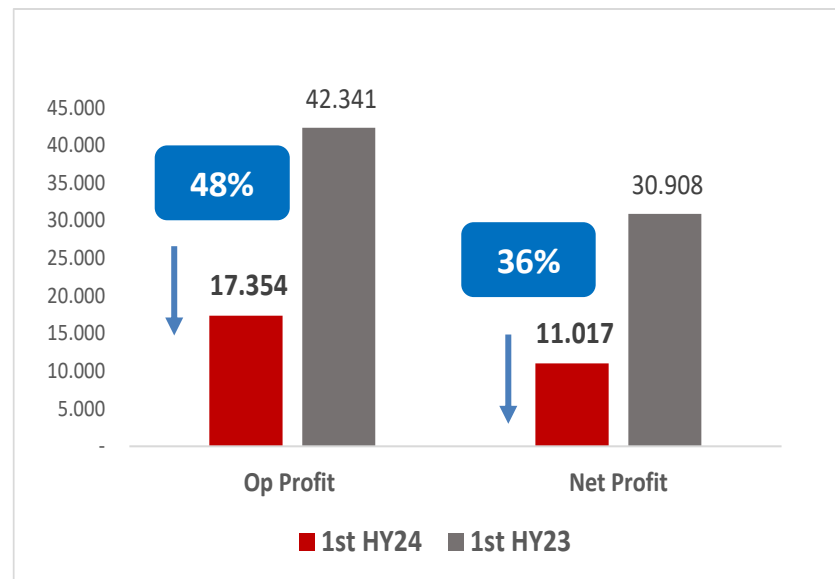
Gross Profit ; Part & Service-Maintenance



Revenue and Gross Profit



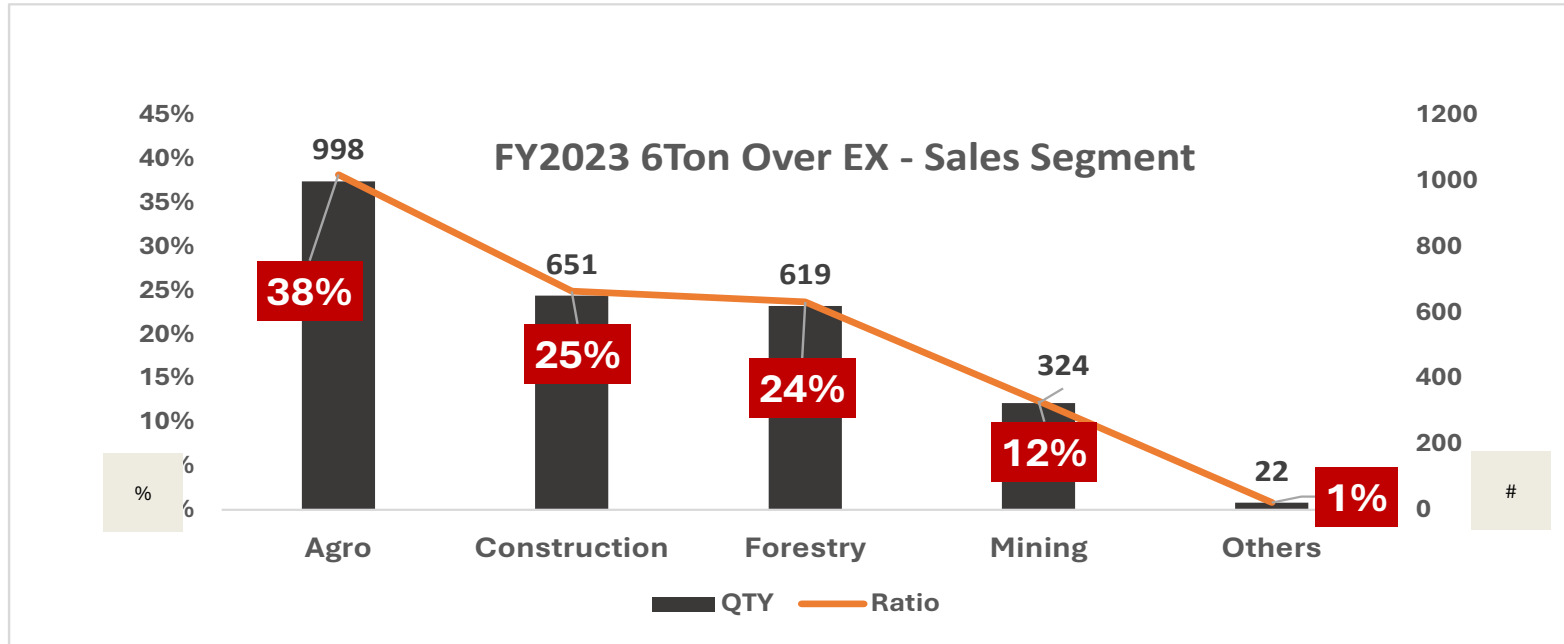
Operating Profit & Net Profit



SALES PERFORMANCE

KINERJA PENJUALAN

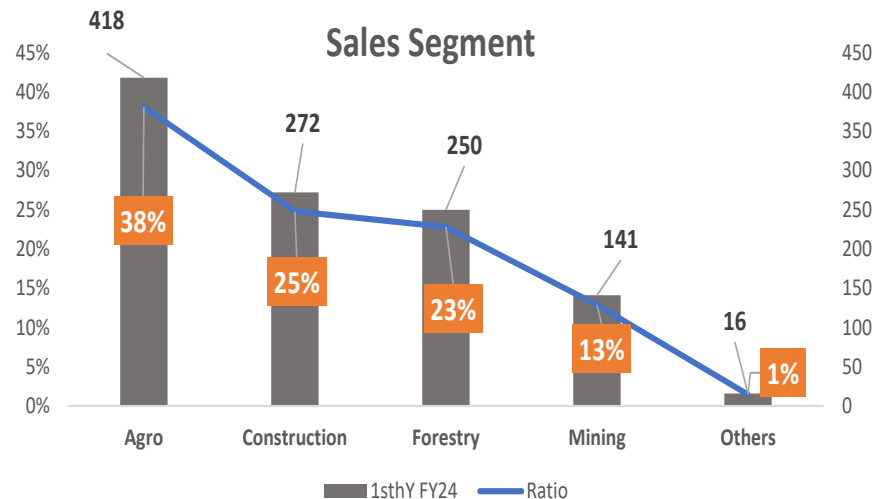
Sales Performance EX >6Ton over during FY2023



Comparison 1stH FY2024 vs 1stH FY2023 (unit)

SALES	1stH FY24	1stH FY23
HIT EXCAVATOR 6TON OVER		
Sales	1.097	1.294
Demand	6.641	15.150
MS	16,5%	8,5%
HIT MINI EXCAVATOR		
Sales	116	144
Demand	675	757
MS	17,2%	19,0%
HIT WHEEL LOADER		
Sales	16	19
Demand	465	282
MS	3,4%	6,7%
HIT RIGID DUMP TRUCK		
Sales	-	15
Demand	80	745
MS	0,0%	2,0%
BELL ARTICULATED DUMP TRUCK		
Sales	1	16
Demand	205	243
MS	0,5%	6,6%

Segment	1sthY FY24	Ratio	1sthY FY23	Ratio
Agro	418	38%	502	39%
Construction	272	25%	257	20%
Forestry	250	23%	357	28%
Mining	141	13%	167	13%
Others	16	1%	11	1%
Total	1097		1294	



Other Information

Informasi Lainnya

Shareholder Composition



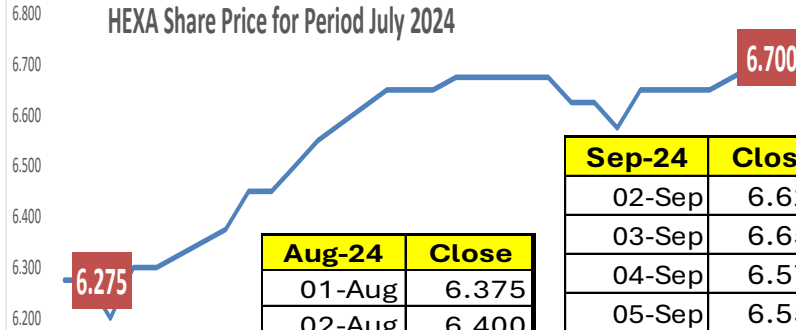
SHAREHOLDER WITH >5%		as of Sep 30' 2024	
Shareholder Name	Participant Name	Shares	Ownership (%)
HITACHI CONSTRUCTION MACHINERY CO.,LTD	SCRIPT SHARE	408.180.000	48,59
ITOCHU CORPORATION	SCRIPT SHARE	210.400.000	25,05
HITACHI CONSTRUCTION MACHINERY ASIA AND PASIFIC PTE LTD	PT INA SEKURITAS INDONESIA	42.620.000	5,07
SHAREHOLDER WITH >1%-<5%		as of Sep 30' 2024	
Shareholder Name	Participant Name	Shares	Ownership (%)
JPMSE LUX RE UCITS CLT RE-FRANKLIN TEMPLETON INVE	PT Bank HSBC Indonesia	25.463.900	3,03
DBS VICKERS SECS SINGAPORE (PTE) LTD A/C CLIENTS	PT DBS VICKERS SEKURITAS INDONESIA	16.597.700	1,98

Compared to the report of stock movement in the end of June 24, shareholders experienced an increased from the previous number of 12.318 shareholder names to **15.452** shareholder names by the end of Sep2024.

Share Movement during Jul - Sep2024



HEXA Share Price for Period July 2024

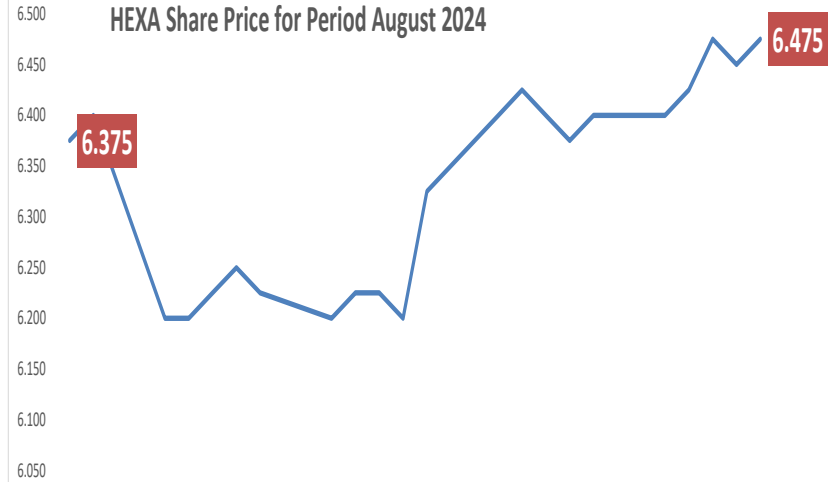


Jul-24	Close
01-Jul	6.275
02-Jul	6.275
03-Jul	6.200
04-Jul	6.300
05-Jul	6.300
08-Jul	6.375
09-Jul	6.450
10-Jul	6.450
11-Jul	6.500
12-Jul	6.550
15-Jul	6.650
16-Jul	6.650
17-Jul	6.650
18-Jul	6.675
19-Jul	6.675
22-Jul	6.675
23-Jul	6.625
24-Jul	6.625
25-Jul	6.575
26-Jul	6.650
29-Jul	6.650
30-Jul	6.675
31-Jul	6.700

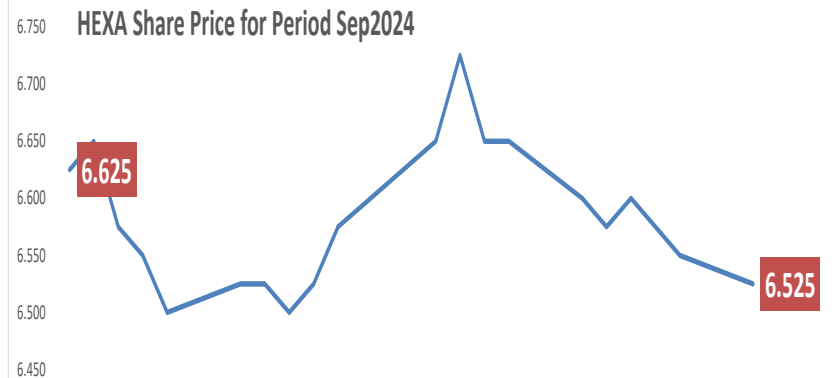
Aug-24	Close
01-Aug	6.375
02-Aug	6.400
05-Aug	6.200
06-Aug	6.200
07-Aug	6.225
08-Aug	6.250
09-Aug	6.225
12-Aug	6.200
13-Aug	6.225
14-Aug	6.225
15-Aug	6.200
16-Aug	6.325
19-Aug	6.400
20-Aug	6.425
21-Aug	6.400
22-Aug	6.375
23-Aug	6.400
26-Aug	6.400
27-Aug	6.425
28-Aug	6.475
29-Aug	6.450
30-Aug	6.475

Sep-24	Close
02-Sep	6.625
03-Sep	6.650
04-Sep	6.575
05-Sep	6.550
06-Sep	6.500
09-Sep	6.525
10-Sep	6.525
11-Sep	6.500
12-Sep	6.525
13-Sep	6.575
17-Sep	6.650
18-Sep	6.725
19-Sep	6.650
20-Sep	6.650
23-Sep	6.600
24-Sep	6.575
25-Sep	6.600
26-Sep	6.575
27-Sep	6.550
30-Sep	6.525

HEXA Share Price for Period August 2024



HEXA Share Price for Period Sep2024



HEXA share price for three months is decreasing by around 3% from IDR6.700 to 6.500 during Jul - Sep2024.

TERIMA KASIH