

Get Ready for  
**RECOVERY**

**4** Drastic **C**hange !



**OWNERSHIP**

1

**Challenge**

**Be the best in our industry !**

2

**Communication**

**Be a good listener !**

3

**Compliance**

**Be responsible for our action !**

4

**Contribution**

**Be part of the team !**

# Public Expose PT Hexindo Adiperkasa Tbk

**Head Office Jakarta**

**18 September 2018**

- PT Hexindo Adiperkasa Tbk was established on 28 November 1988
- PT Hexindo Adiperkasa Tbk is Listed Company and registered in Indonesia Stock Exchange on February 1995
- PT Hexindo Adiperkasa Tbk is Sole Distributor of Hitachi and John Deere heavy equipment
- The Head Office located in Jakarta with 45 branches, contact office and projects in Java, Sumatra, Kalimantan, Sulawesi and Papua
- Business of PT Hexindo Adiperkasa Tbk is Heavy Equipment Sales, Rental and Trade-in, Product Support (Parts and Service), Remanufacturing and Welding

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## Vision

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

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## Mission

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

# Significant Event



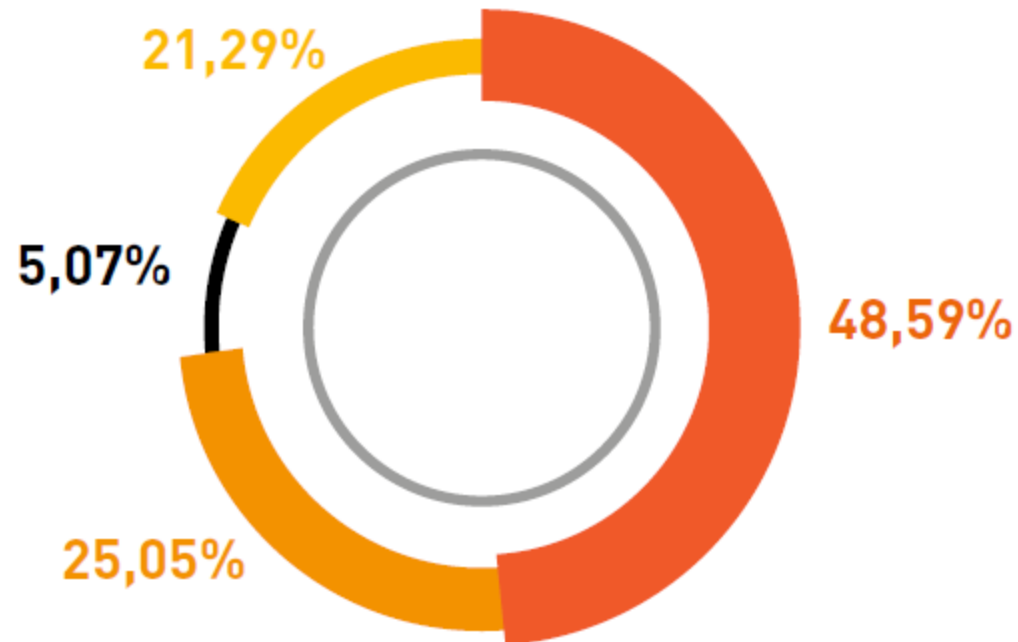
- 1988 - Establishment of PT Hexindo Adiperkasa Tbk
- 1995 - IPO (Initial Public Offering)
- 1999 - Establishment of Remanufacturing
- 2002 - Achievement of 1,000,000 hours Hitachi Excavator
- 2003 - The Company was appointed as distributor of “John Deere” forestry heavy equipment.
- 2004 - Delivery of EH4500 dump truck (the largest) and EX5500 Excavator.
- 2008 - The signing of the Memorandum of Understanding of establishment PT Hitachi Construction Machinery Finance Indonesia (HCMFI).
- 2011 - The signing of the Memorandum of Understanding Hexindo CSR-UGM.
- 2013 - Opening Welding Facilities in Samarinda.
- 2013 - Establishment Warehouse Mining Facilities in Banjarmasin.
- 2013 - Continuing the CSR program with the UGM - Heavy Equipment majors (D4) in Jogjakarta.
- 2014 - The opening of 4 new branches in Cilegon, Cirebon, Kupang, and Gorontalo.
- 2014 - The introduction of Hexindo Engine Oil & Hydraulic Oil.
- 2014 - Implementing Hexindo Branding Management System.
- 2015 - The opening new building of Hexindo’s head office located in Jakarta.
- 2016 - The opening of the New Building Hexindo Manado’s Branch Office
- 2016 - The CSR “Book for Nusantara 2016” in Sangatta and Merauke-Papua
- 2017 - Inauguration of Representative of Office of Sungai Baung
- 2017 - The CSR “Menjaga Negeri and Sharing Knowledge in Jakarta and Balikpapan


# Significant Award





- 2009 - BEST TRADING COMPANY, BEST EMITEN AND TOP PERFORMING COMPANY, *Investor Magazine*.
- 2009 - Hexindo received the Certification of ISO 9001:2008.
- 2010 - Hexindo received the Certification of ISO 14001:2004 and OHSAS 18001:2007
- 2010 - THE FASTEST GROWTH COMPANY, *Fortune Magazine*
- 2011 - THE 40 TOP PERFORMING SMALL & MIDSIZED COMPANIES, *Forbes Indonesia Magazine*
- 2012 - Achievement of SMK3 Certification
- 2012 - THE 50 BEST COMPANIES, *Forbes Indonesia Magazine*
- 2013 - THE 50 BEST COMPANIES, *Forbes Indonesia Magazine*
- 2013 - TRIFECTA THE 50 BEST COMPANIES, *Forbes Indonesia Magazine*
- 2015 - THE BEST SAFETY PERFORMANCE 2015, *PT Bukit Makmur Mandiri – Adaro*
- 2015 - Runner up in the PJO TELADAN SAFETY & HEALTH, *PT Adaro Indonesia*
- 2016 - *Best Contractor 2015-2016 awarded by PT Bukit Makmur Mandiri Utama*
- 2016 - *Zero Accident Award from Jan 2009 - December 2016 awarded by Governor of East Kalimantan Province*
- 2017 - *IICD CG Award for TOP 50 of Mid Market Capitalization PLC*
- 2017 - *The Best of SHE 2017 “Best Subcon Non Operation Category – awarded by PAMA Persada*


# Composition of Shareholders



 Hitachi Construction Machinery Co., Ltd, Jepang

 Publik

 Itochu Corporation, Jepang

 Hitachi Construction Machinery Asia and Pacific Pte., Ltd, Singapura



# Sales and Product Support Network



## Kantor Cabang dan Perwakilan

Branch and Representative Offices

Kantor Cabang dan Perwakilan  
Branch and Representative Offices

**34.403**  
Units  
**Total Accumulative Delivery**  
End of July 2018



### Kantor Cabang Brand Office

1. Aceh
2. Medan
3. Padang
4. Pekanbaru
5. Jambi
6. Palembang
7. Pangkalpinang
8. Cillegon
9. Jakarta
10. Cirebon
11. Surabaya
12. Pontianak
13. Sampit
14. Banjarmasin
15. Tarakan
16. Samarinda
17. Balikpapan
18. Manado
19. Makassar
20. Kupang
21. Jayapura

### Kantor Proyek Pertambangan Mining Project Office

1. Berau
2. Bangalon
3. Bontang
4. Sangatta
5. Samarinda
6. Malinau
7. Kideco
8. Melak
9. Adaro
10. Asam-asam
11. Newmont
12. Vale Sorowako
13. Balikpapan
14. Sangatta EH

### Kantor Perwakilan Contact Office

1. Gorontalo
2. Lampung
3. Tanjung Pandan
4. Semarang
5. Ketapang
6. Batu Licin
7. Palu
8. Kendari
9. Sorong
10. Merauke

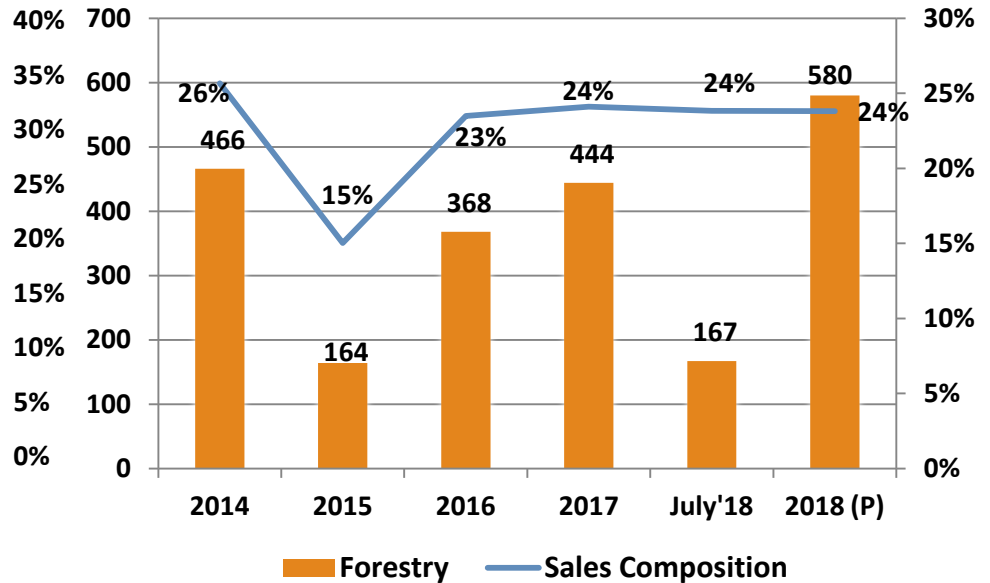
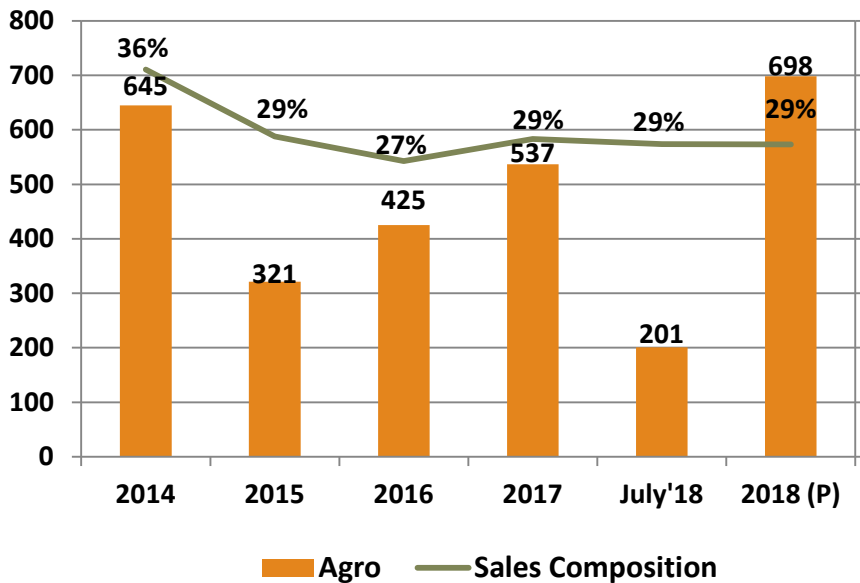
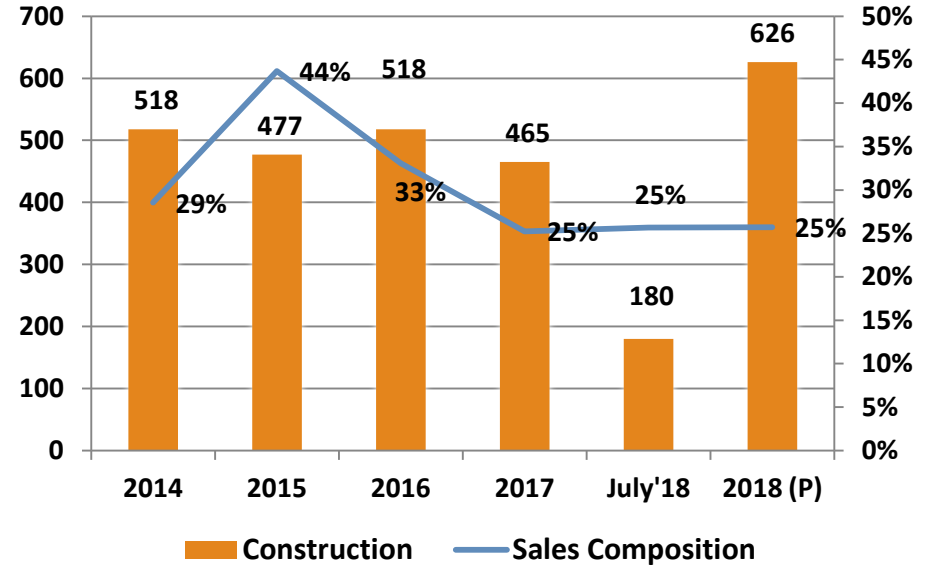
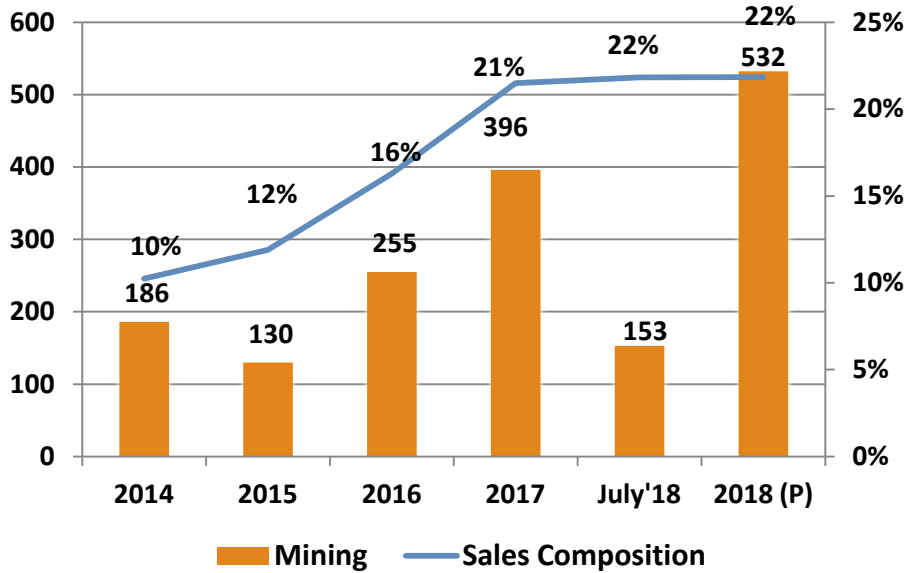
**21** Kantor Cabang  
Branch Office

**14** Proyek Pertambangan  
Mining Project

**10** Kantor Perwakilan  
Contact Offices

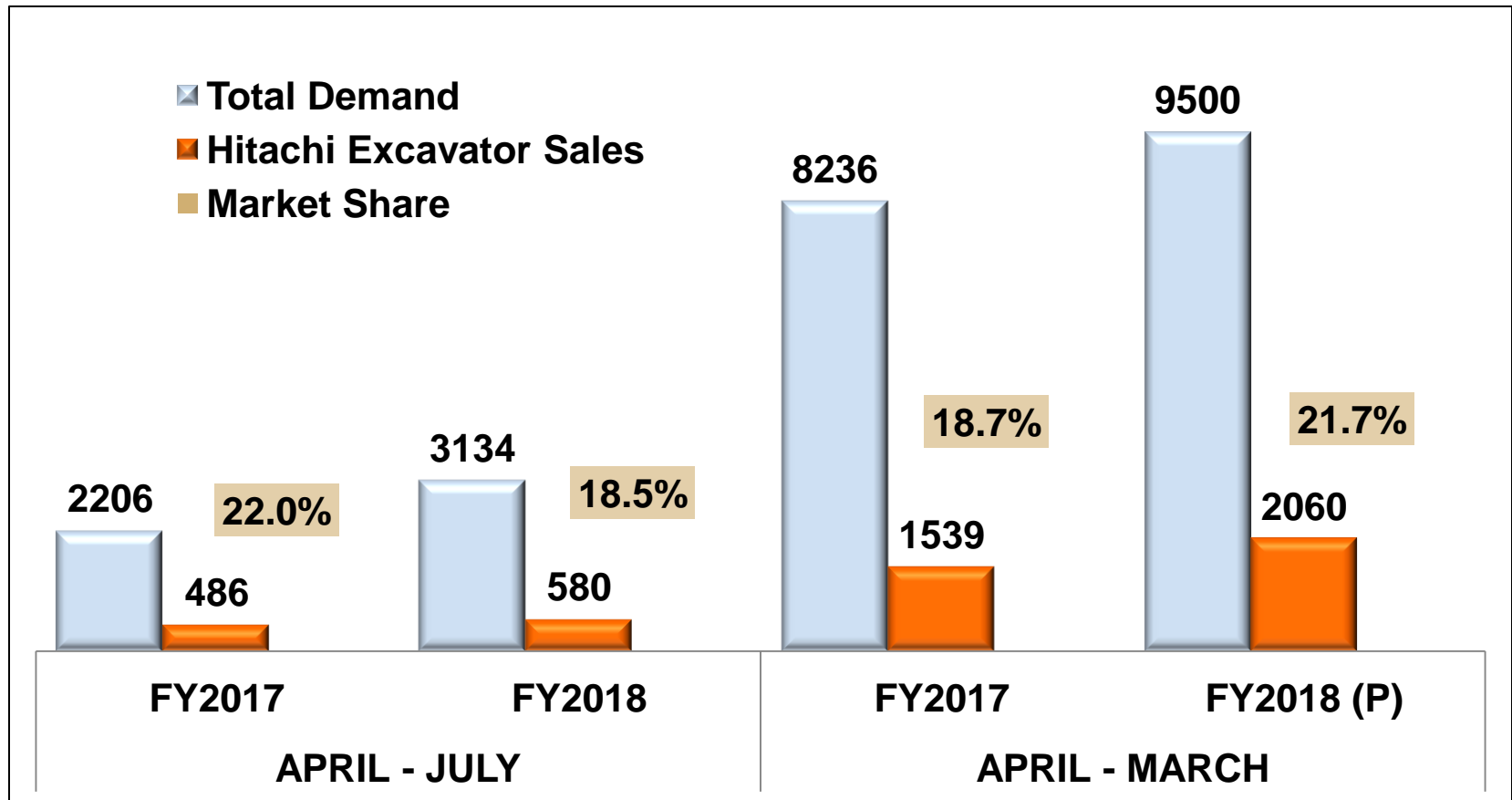


# Sales by Sector



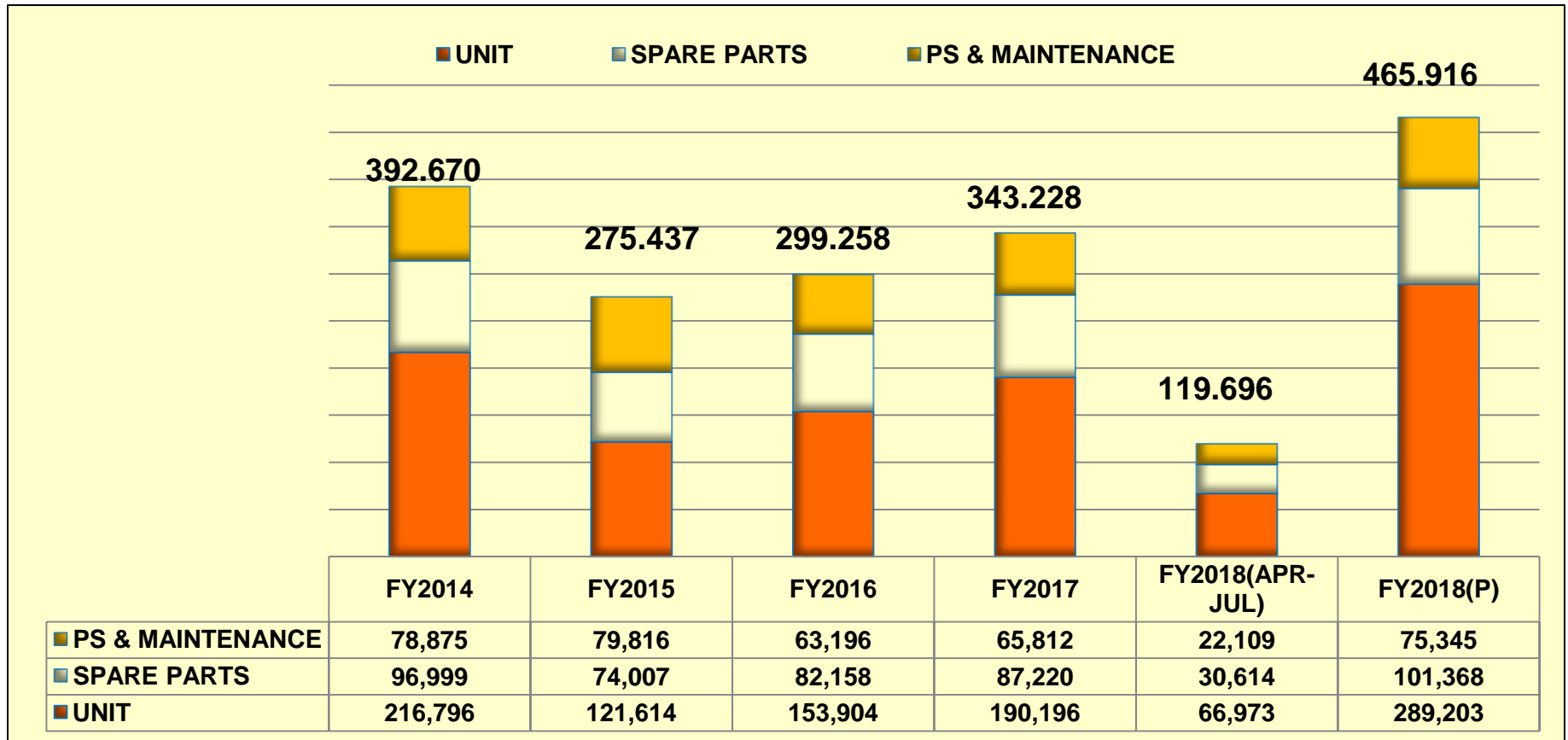
# Excavator Demand and Market Share

Quantity of Unit



# Highlight Sales by Catagory

( In KUSD )  **HEXINDO**



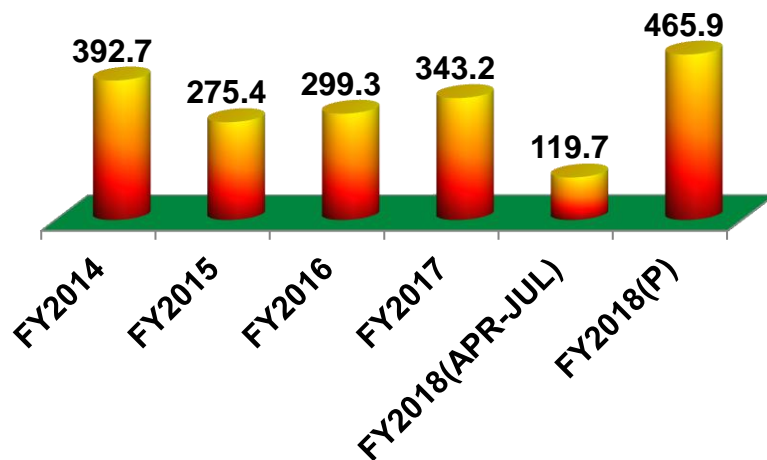
## Excavator (6t Over)

	FY2014	FY2015	FY2016	FY2017	FY2018 (APR-JUL)	FY2018(P)
<b>DEMAND</b>	6273	3913	5285	8236	3134	9500
<b>SALES</b>	1627	883	1267	1539	580	2060
<b>HAP MARKET SHARE</b>	25.9%	22.6%	24.0%	18.7%	18.5%	21.7%

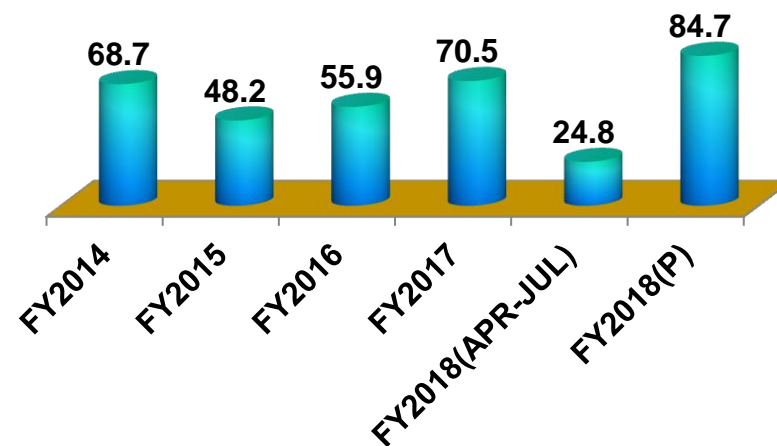
# Highlight Profit and Loss

Currency in Millions USD

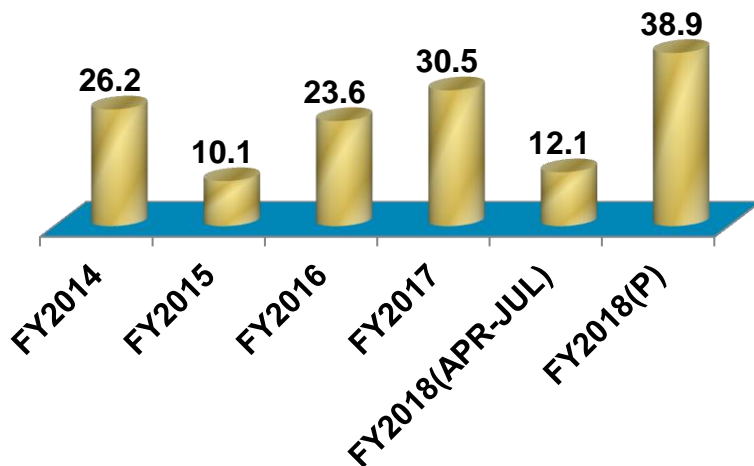
## SALES



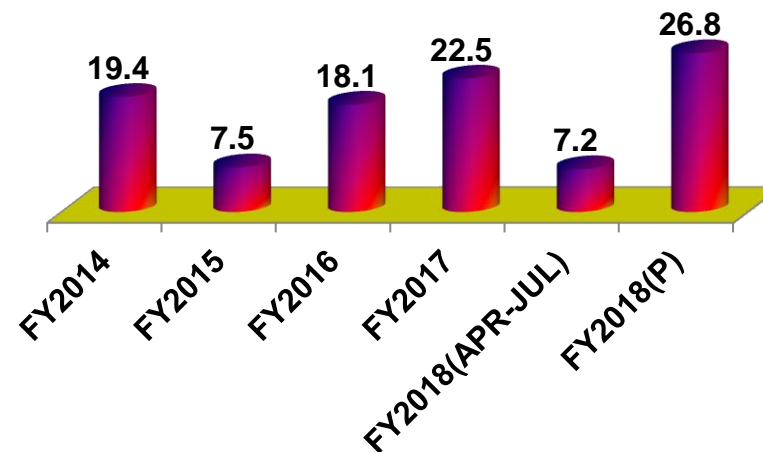
## GROSS PROFIT



## OPERATING INCOME



## NET INCOME



# Financial Performance and Projection

( In KUSD )  **HEXINDO**

<b>Descriptions</b>	<b>31/03/18 Audited</b>	<b>31/07/18 Unaudited</b>	<b>31/03/19 Projection</b>
<b>Total Current Assets</b>	<b>238,267</b>	<b>246,968</b>	<b>287,967</b>
<b>Total Assets</b>	<b>283,351</b>	<b>288,963</b>	<b>327,158</b>
<b>Total Current Liability</b>	<b>123,158</b>	<b>122,480</b>	<b>158,063</b>
<b>Total Equity</b>	<b>150,303</b>	<b>157,544</b>	<b>159,769</b>
<b>Revenue</b>	<b>343,228</b>	<b>119,697</b>	<b>465,916</b>
<b>Gross Profit</b>	<b>70,509</b>	<b>24,871</b>	<b>84,761</b>
<b>Operating Profit</b>	<b>30,538</b>	<b>12,131</b>	<b>38,938</b>
<b>Net Income</b>	<b>22,549</b>	<b>7,240</b>	<b>26,877</b>

1. Grand opening Muara Enim Office to support mining and forestry sector.
2. Strengthening the Company's hydraulic excavator market share, with a specific focus on Mining Sector.
3. Expanding sales of Wheel Loader and Articulated Dump Truck (Bell Product) for mining sector.
4. Enhancing supply chain management, providing what is needed, when needed, and in the sufficient quantity needed.
5. Upgrading of existing mining machine (EX1200 up).
6. Increasing spare parts and after sales service sales through synergy and interaction between branch offices and project offices.
7. Fostering a good relationship with all customers through customer gathering and making a visit to the factory in Japan.
8. Continuing developing parts online sales system.



# Product Lines





**THANK YOU**