

# **Public Expose**

**PT HEXINDO ADIPERKASA TBK**

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**24 September 2024**



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## PROCEDURES FOR QUESTION SUBMISSION

1. Question and Answer Session will be held after the delivery of the Public Expose virtual material by the relevant Director.
2. In the Question-and-Answer Session, you will be given the opportunity to ask questions through the chat feature on MS. Team by writing the names of participants and institutions.
3. Answers will be delivered referred to the questions received timing (fifo)
4. If you do not write the name of the participant and institution (anonymous), then the moderator will not read the question.



# Brief Company Information

*Sekilas Mengenai Hexindo*

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**Established on  
28 Nov 1988**

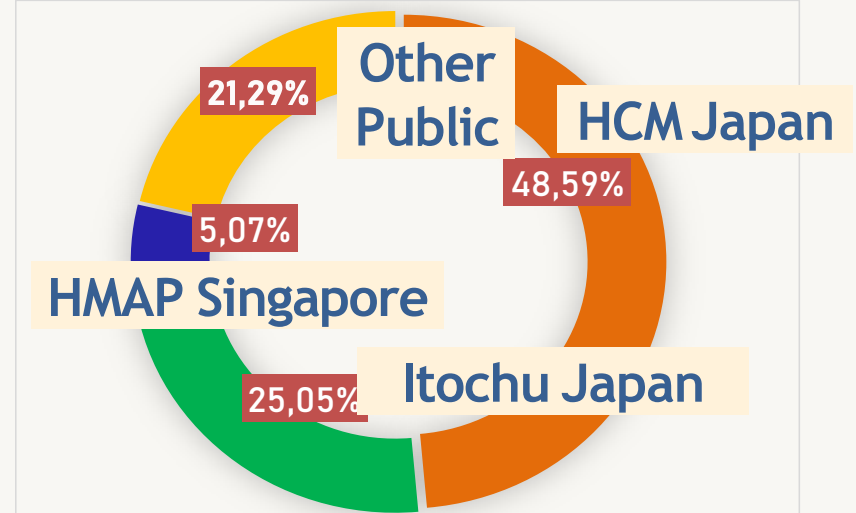


**Registered in  
Indonesia Stock Exchange  
in February 1995**



**Has more than 1800  
employee that spread  
throughout Indonesia**

## Hexindo has 840 million shares



## Business Line



**HE Sales**

**Penjualan  
Alat Berat**



**Rental and Trade-in**

**Penyewaan  
& trade in**



**Spare Parts &  
Services**

**Suku cadang &  
Layanan**



**Remanufacture  
Remanufacture**



**Full Maintenance  
Contract**

**Kontrak  
Pemeliharaan Penuh**



**Welding**

**Pengelasan**





# Top Management

*Jajaran Top Manajemen*

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# BOARD of DIRECTOR



**YASUMASA  
ZAIZEN**



**NOBUYASU  
HAGIWARA**



**DJONGGI TP  
GULTOM**



**YOSHENDRI**



**DWI  
SWASONO**



**TERU  
KARAHASHI**

## Non - Resident Director



**R. TANAKA**



**A. YOSHIDA**



**H. MAJIMA**



# Board of Commissioners



**HARRY  
DANUI**

**TOTO  
WAHYUDIYANTO**



# Corporate Awards

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# Awards



- Accolade for an increasing financial performance portfolio in the last five years, up to March 2023 by becoming a constituent of the TEMPO-IDN Financial 52 Index in the category of "High Dividend" [June2023]
- Program for Preventing and Mitigating HIV AIDS at Workplace (Platinum Category) [Jun2023]
- Accolade as Top 50 Issuers with Mid-Market Capitalization, IICD [Sep2023]
- The Indonesia Safety Excellence Award (ISEA) 2023 as The Best HSE Innovation Based on Technology Excellence Learning on Safety and The Best Leadership on Safety Culture [Oct2023]
- 2023 Best Company Nomination Award for Medium-Scale Domestic Capital Company Category [Nov2023]
- The 2023 Mitra Bakti Husada Award in the Office K3 category and the Healthy Productive Women Worker Movement (GP2SP) [Dec2023]
- Blue Predicate Award for Quality, OHS, Environment & Energy Management System Work Achievement in 2023 at KIDECO Site [Feb2024] & many more .....



# Our Financial Performances

*Ikhtisar Kinerja - Finansial*

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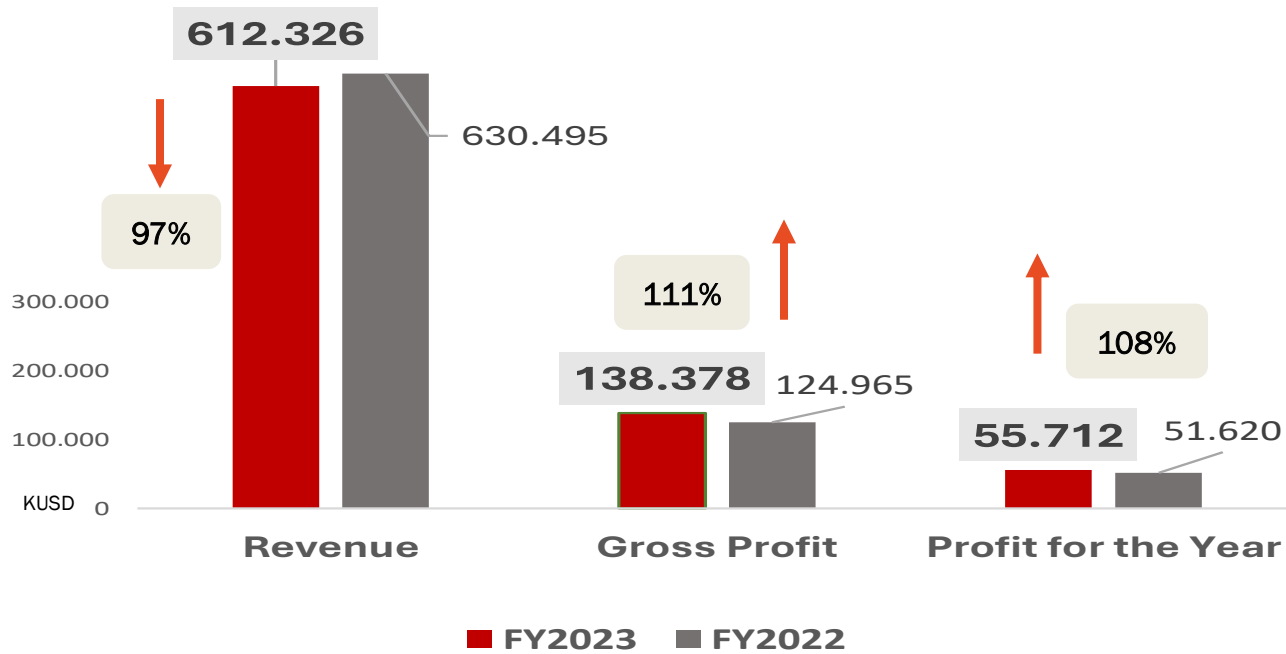
# Financial Performances

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

Uraian	FY2023	FY2022	FY2021	FY2020	FY2019	FY2018	Description
Penjualan Bersih	612.326	630.495	463.263	264.010	424.431	461.333	Net Revenues
Laba Kotor	138.378	124.965	116.401	69.464	107.900	96.522	Gross Profit
Laba Usaha	77.214	70.126	69.494	32.981	53.548	50.519	Operating Profit
Marjin Laba Kotor	23%	20%	25%	26%	25%	21%	Gross Profit Margin
<b>Laba Bersih</b>	<b>55.712</b>	<b>51.620</b>	<b>55.083</b>	<b>25.597</b>	<b>38.437</b>	<b>37.600</b>	<b>Net Income</b>
Laba Bersih per Saham	0.066	0.061	0.066	0,030	0,046	0,045	Net Earnings per Share
<b>Jumlah Aktiva</b>	<b>409.432</b>	<b>463.332</b>	<b>304.648</b>	<b>256.230</b>	<b>266.023</b>	<b>346.312</b>	<b>Total Assets</b>
Aktiva Lancar	343.007	403.744	260.977	214.360	224.443	303.731	Current Assets
Aktiva Tidak Lancar	66.424	59.588	43.671	41.870	41.580	42.581	Non Current Asset
<b>Jumlah Kewajiban</b>	<b>230.247</b>	<b>297.572</b>	<b>144.945</b>	<b>81.911</b>	<b>87.696</b>	<b>177.023</b>	<b>Total Liabilities</b>
Kewajiban Lancar	215.256	284.201	133.011	70.398	77.656	165.874	Current Liabilities
Ekuitas	179.185	165.761	159.703	174.319	178.327	169.289	Equity
<b>Total liabilitis &amp; Ekuitas</b>	<b>409.432</b>	<b>463.332</b>	<b>304.648</b>	<b>256.230</b>	<b>266.023</b>	<b>346.312</b>	<b>Total Liabilities &amp; Equity</b>
<b>Total Modal Kerja</b>	<b>127.751</b>	<b>119.543</b>	<b>127.966</b>	<b>143.962</b>	<b>146.787</b>	<b>137.857</b>	<b>Total Working Capital</b>

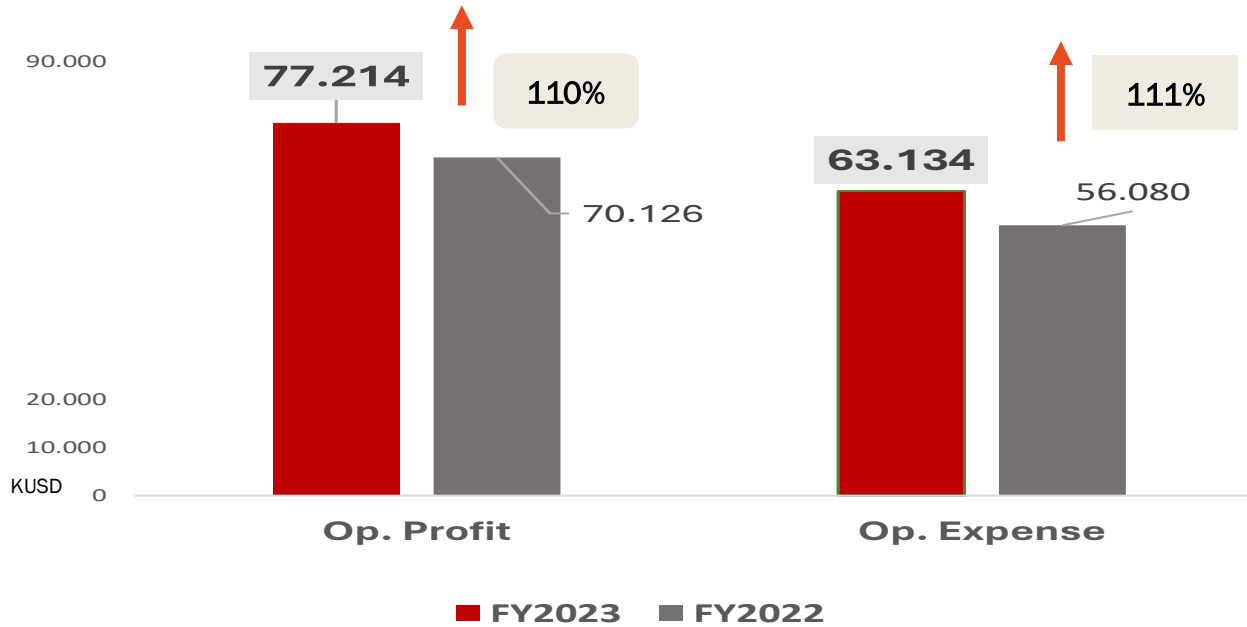
\*FY starts from 1 April - 31 March

## Net Revenue, Gross Profit & Profit of the Year



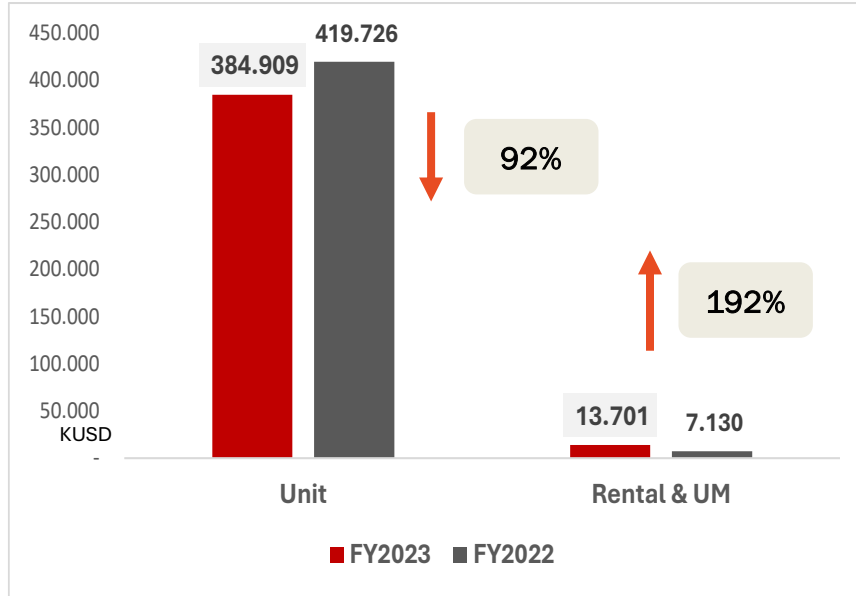
FY2023 NET PROFIT	GROWTH
KUSD55.712	8%

## Operating Profit, Operating Expense

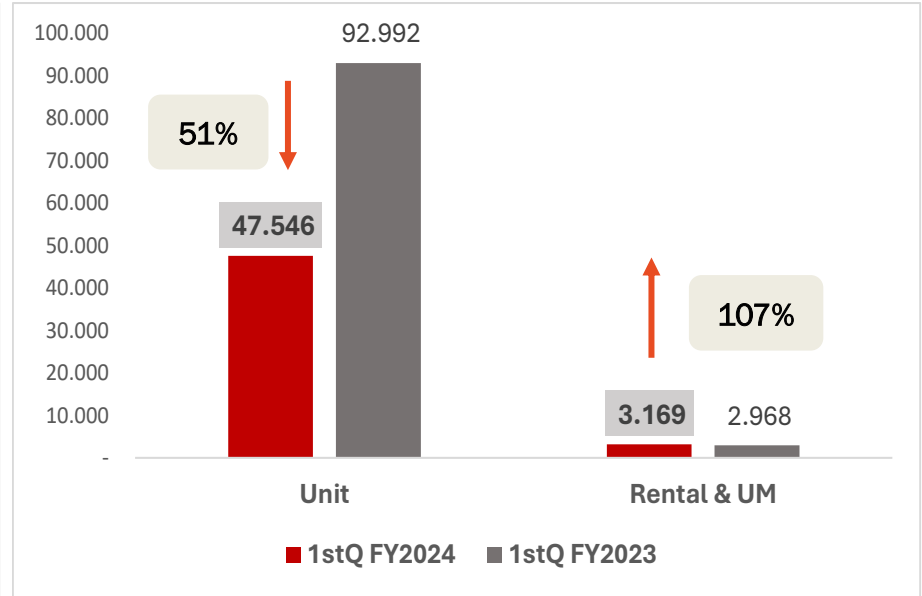


FY2023 OP. PROFIT	GROWTH
KUSD77.214	10%

## Net Revenue; Unit, Rental & Used Machines



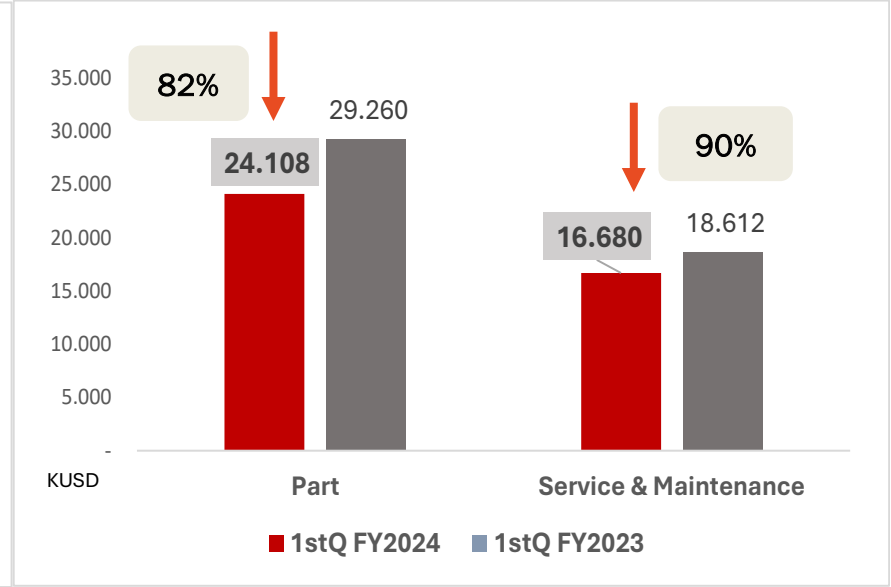
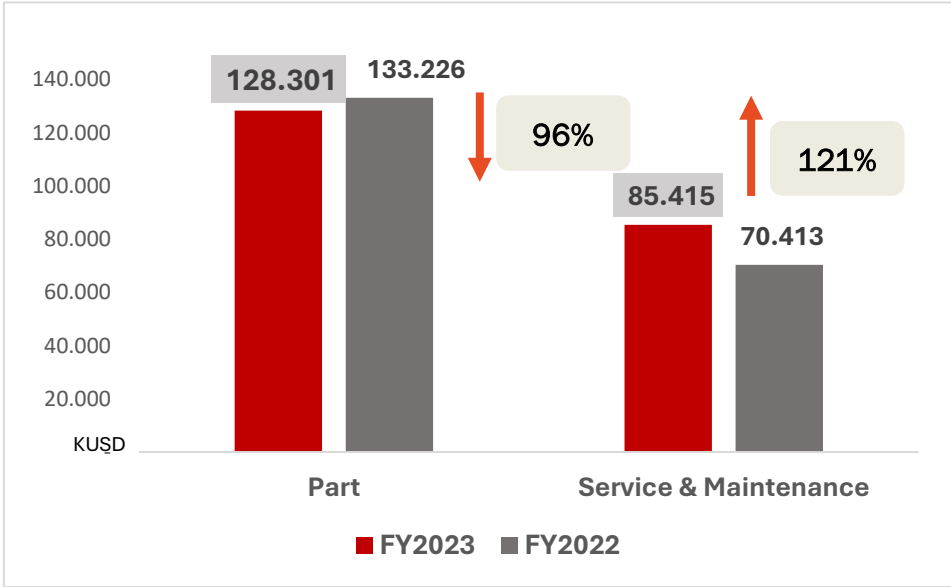
Net revenues from unit was decreased around 8%, while rental & used machines sales indicated an increment almost double against fiscal year 2022.



Net revenues from unit was decreased almost 50%, while rental & used machines sales slightly increased around 8% in the 1<sup>st</sup> quarter FY2024 against same period last year.



# Net Revenue; Spare Parts, Service & Maintenance



Net revenues from part was decreased around 4%, while revenues from service & maintenance was improved over than 20%.

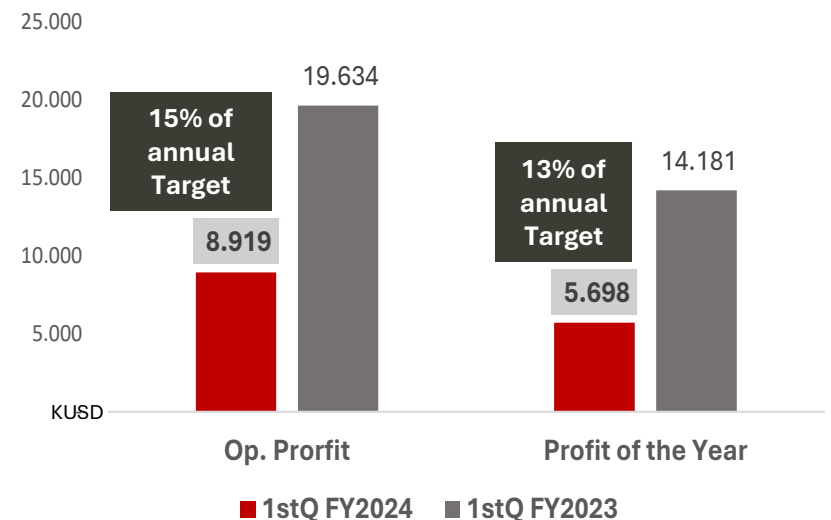
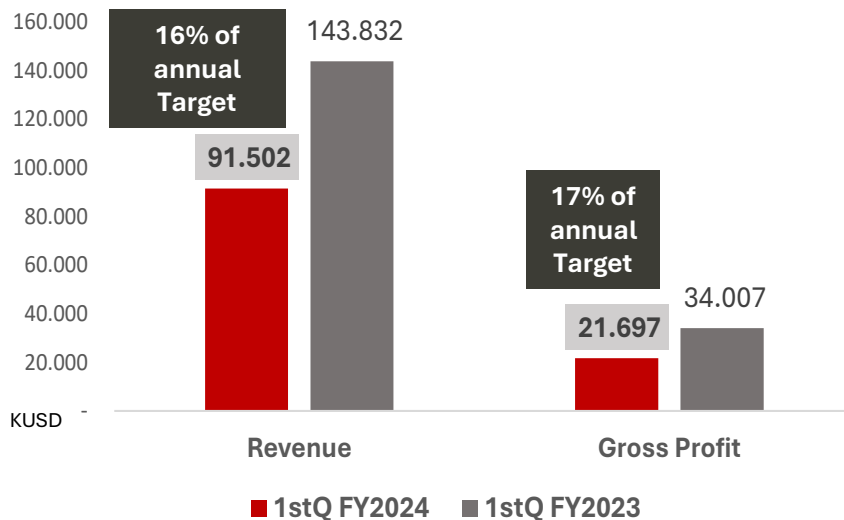
Net revenues from part was decreased 18% while service & maintenance sales also decreased around 10% in the 1<sup>st</sup> quarter FY2024 against same period last year.

# Financial Projection vs. Performance during 1stQ FY2024

\*Published on AR2023

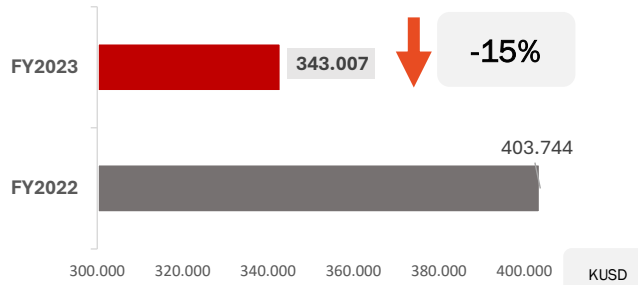
Uraian	Realisasi Realization FY 2023	RKAP Target FY 2024	Pertumbuhan Growth (%)	Description
Penghasilan neto (USD)	612.326.209	572.874.229	93,6	Net revenues
Labanya bruto (USD)	138.378.398	125.959.702	91	Gross profit
Labanya usaha (USD)	77.214.295	58.484.722	75,7	Operating Profit
Labanya bersih (USD)	55.711.878	44.067.878	79,1	Profit of the year

## 1<sup>st</sup> Q FY2024 vs. 1<sup>st</sup> Q FY2023

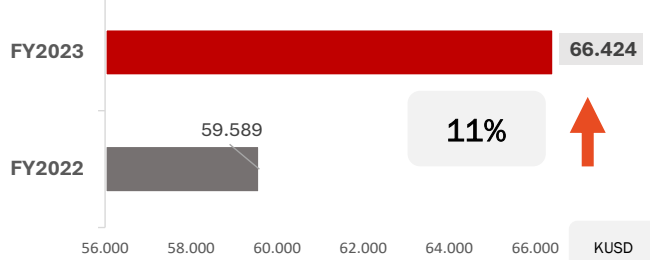


# Asset, Liabilities & Equity

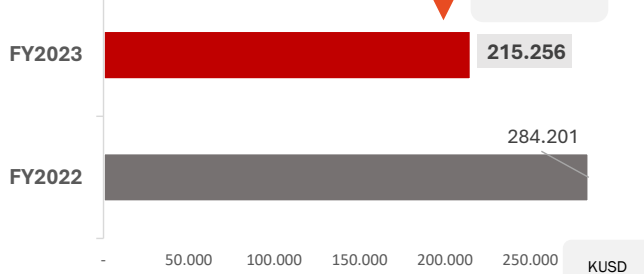
**Current Asset**



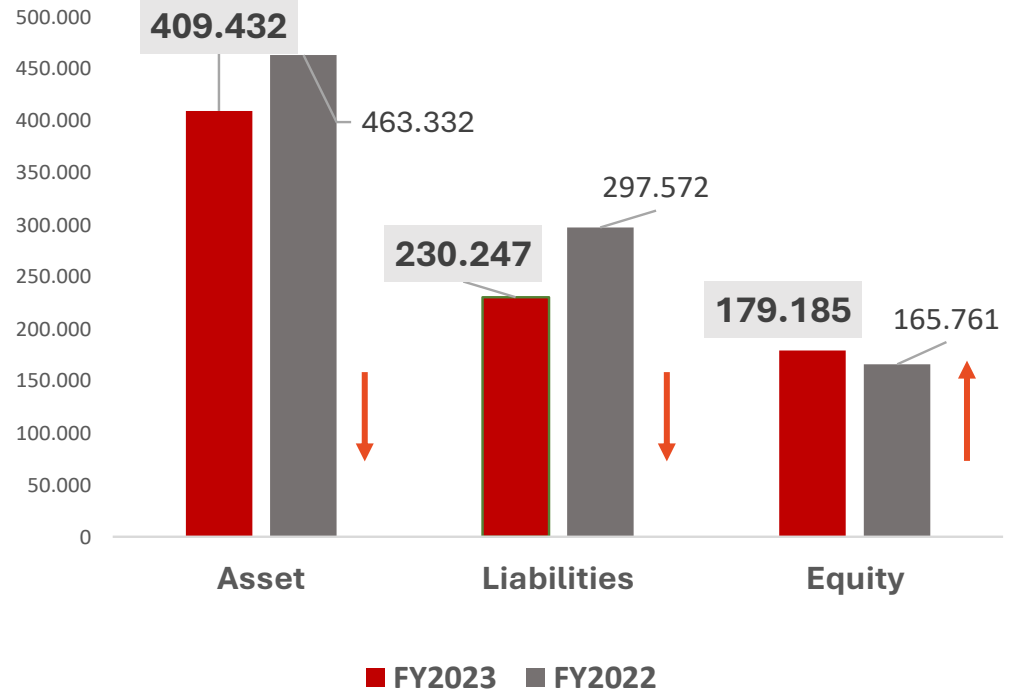
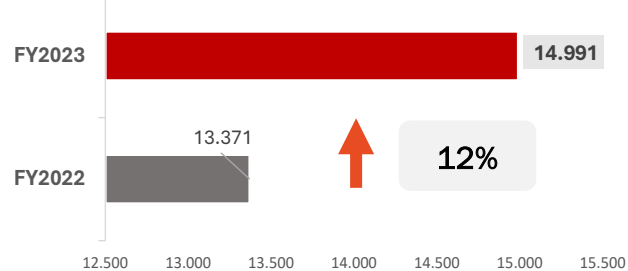
**Non Current Asset**



**Current Liabilities**



**Non Current Liabilities**



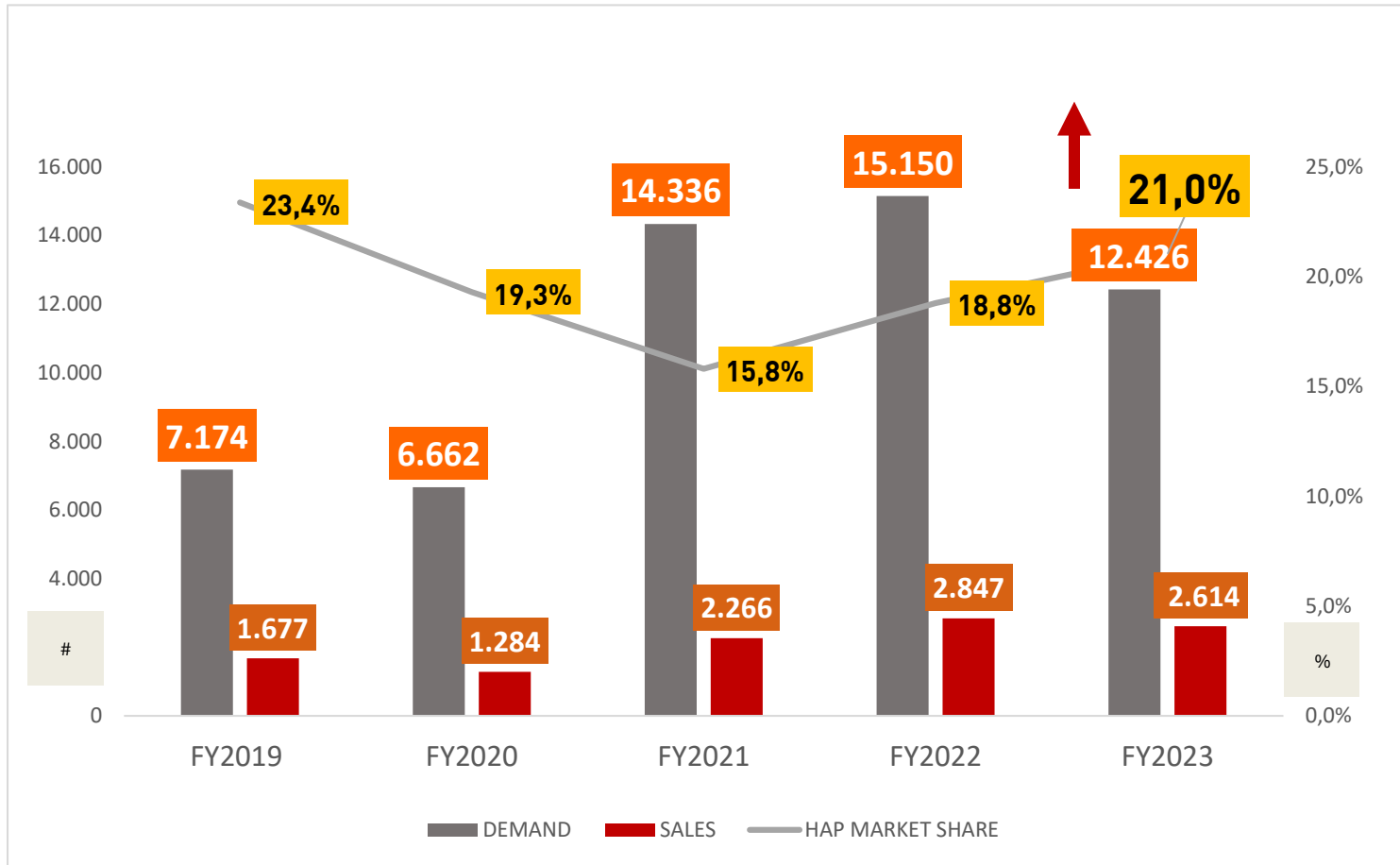


# Our Sales Performances

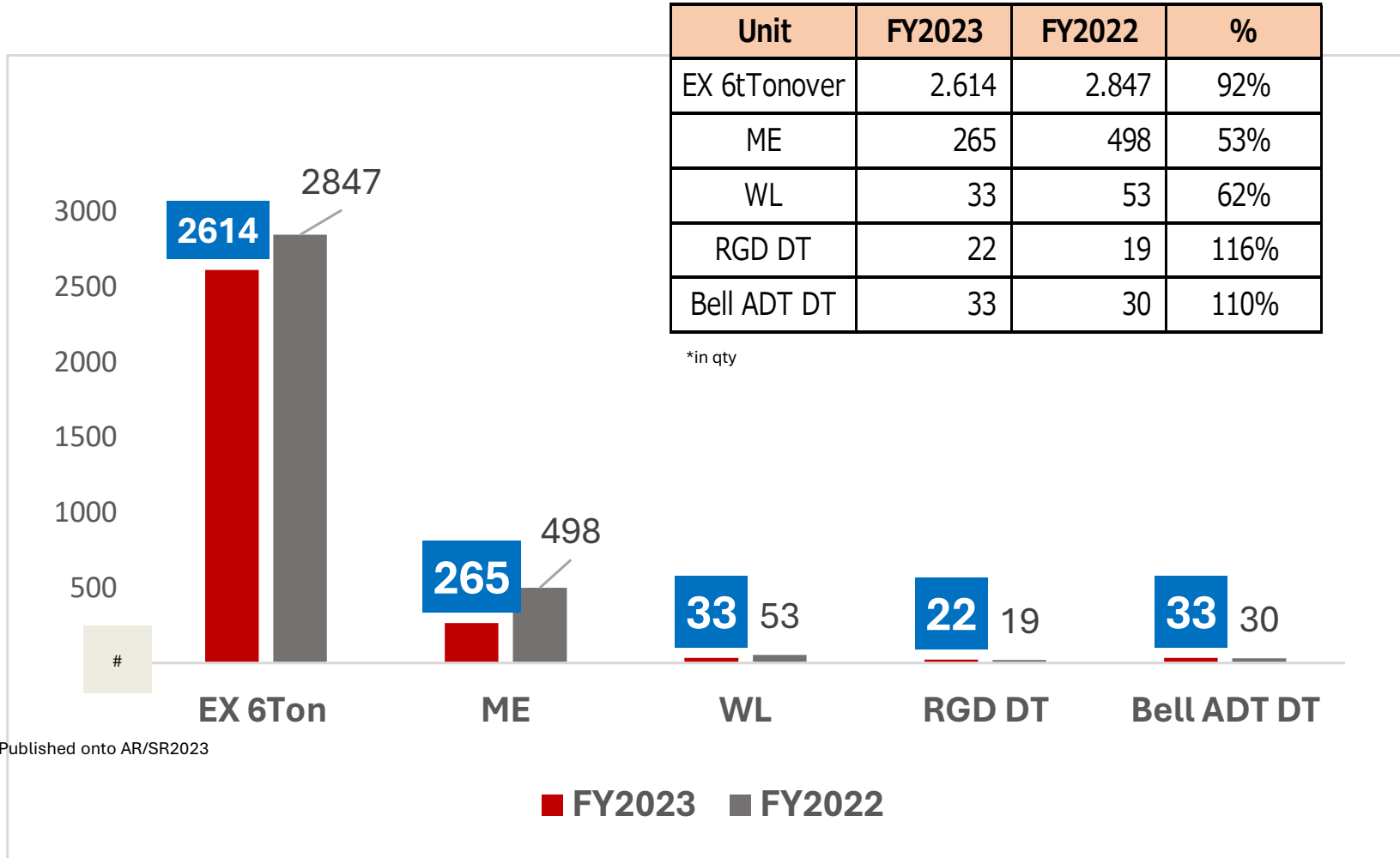
*Ikhtisar Kinerja - Penjualan*

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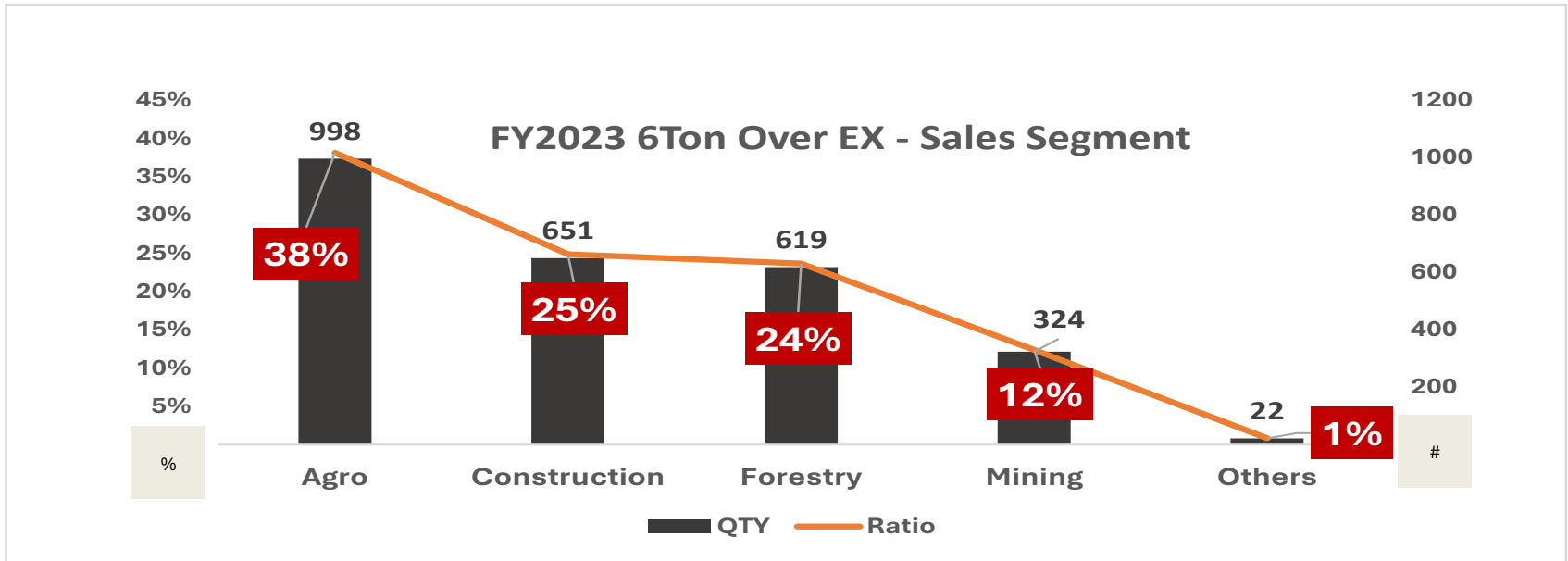
## Market Share – Excavator 6ton over



# Sales Performance in FY2023

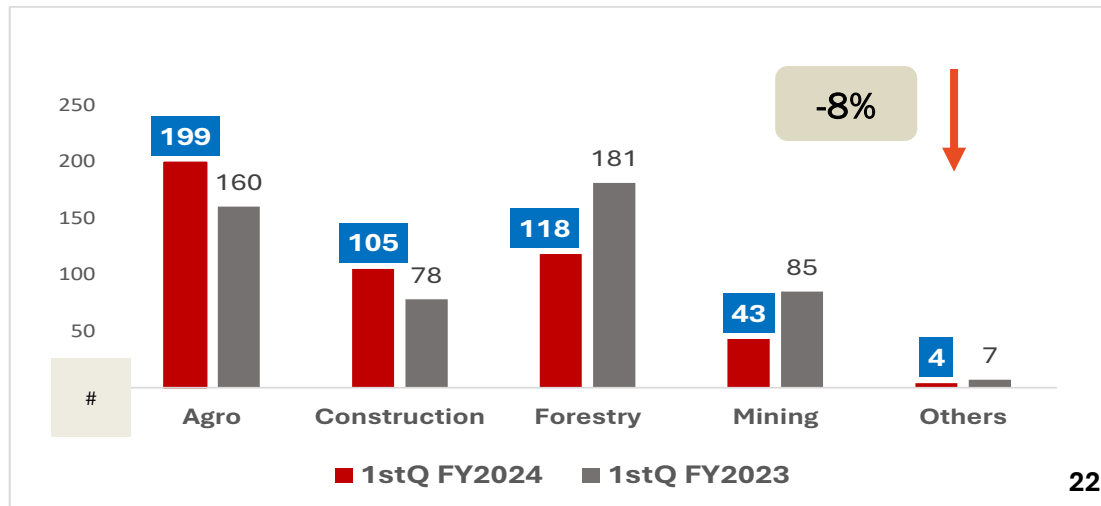


# Sales Performance EX >6Ton over during FY2023 & 1<sup>st</sup>Q FY2024 Comparison (unit)



Segment	1stQ FY24	1stQFY23
Agro	199	160
Construction	105	78
Forestry	118	181
Mining	43	85
Others	4	7
<b>Total</b>	<b>469</b>	<b>511</b>

\*in qty





# Business Plan

*Rencana Bisnis*

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# Business Plan 2024 – New Product Launched

As one of the breakthroughs in the first semester of FY2024, we were just launching the newest ZAXIS-7G series of hydraulic excavators in the 30-ton, 40 ton and 80-ton classes, that is ZX350H-7G, ZX490LC-7G, and ZX890LCH-7G. Promoting the quality and durability of the unit, to meet the needs for heavy equipment in Indonesia, especially in mining industry. "This latest series has a number of advantages, including low fuel consumption & cost effective, ConSite Air solution technology and the Aerial Angle system”.



Media publication of new product launching – through printed media & online media & social media as well. [Jul24]



Special wrapping edition applied onto new ZX-7G launched on Aug24

## Business Plan 2024 – New Foton Variant Launching

The addition of KBLI 45201-Car Repair is related to the Company's new business activities that began in early 2024, namely the sale and rental of Foton-branded truck products. Currently, sales are only made for customers who use trucks for use at mining sites and other locations other than off-road use. For the sale and rental of Foton trucks, the Company plans to develop its business by not only selling and renting for off-road use, but also for on-road use.

The Company, which previously focused on the service of providing heavy equipment units and spare parts, is supported by an after-sales service mechanism specifically for Heavy Equipment, where heavy equipment unit repair services are not classified in car repair activities in KBLI 45201 – Car Repair

The addition of KBLI 45201 – Car Repair is specifically intended to support after-sales service for the sale of Foton truck units.



Mining – on/off road  
Off road 6x4, 8x4 truck



Forestry – on/off road  
6x4, 8x4 truck



Transport– on road  
Available end of year 24



# Corporate Social Responsibility

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# Education, Environment & Sanitation



The Inspiration Class and Donation of Books & Sports Equipment was held at Padang, Jakarta and Berau cities. Hexindo donated a total of 3500 books and sports equipment to 10 schools.. Also participated our customer Semen Padang in the inspiration class at Padang city. [Oct2023]

Hexindo donated a total of 325 seedlings to the forest area and surrounding communities. At Situ Gunung, Sukabumi. [Jan2024]



Renovation of communal sanitation facility at densely populated residence at Kayu Manis, East Jakarta. [Aug2023]

Since 2021, Hexindo has been committed to improving the quality of sanitation in post-disaster areas including Central Sulawesi, West Sumatra and most recently, the construction of 2 sanitation facilities in Kampung Awilarangan and Kampung Rawacina, Cianjur, West Java. These areas were affected by the earthquake in 2022. In addition, Hexindo also donated sanitation equipment as well as books and toys for the surrounding community. [Aug2024]

# Thank you

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