

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



3rd FY2022 Performance Result PT Hexindo Adiperkasa Tbk

January 2023

FINANCIAL PERFORMANCE

KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	3rdQ FY22	FY2021	FY2020	FY2019	FY2018	FY2017	Description
Penjualan Bersih	410.358	463.263	264.010	424.431	461.333	343.228	Net Revenues
Laba Kotor	85.084	116.401	69.464	107.900	96.522	70.508	Gross Profit
Laba Usaha	46.606	69.494	32.981	53.548	50.519	30.538	Operating Income
Marjin Laba Kotor	21%	25%	26%	25%	21%	21%	Gross Profit Margin
Laba Bersih	34.984	55.083	25.597	38.437	37.600	22.549	Net Income
Laba Bersih per Saham	0.04	0.052	0,030	0,046	0,045	0,027	Net Earnings per Share
Jumlah Aktiva	442.569	304.648	256.230	266.023	346.312	283.350	Total Assets
Aktiva Lancar	385.543	260.977	214.360	224.443	303.731	238.267	Current Assets
Aktiva Tidak Lancar	57.025	43.671	41.870	41.580	42.581	45.083	Non Current Asset
Jumlah Kewajiban	291.948	144.945	81.911	87.696	177.023	133.047	Total Liabilities
Kewajiban Lancar	278.874	133.011	70.398	77.656	165.874	123.158	Current Liabilities
Ekuitas	150.620	159.703	174.319	178.327	169.289	150.303	Equity
Total liabilitis & Ekuitas	442.569	304.648	256.230	266.023	346.312	283.350	Total Liabilities & Equity
Total Modal Kerja	106.669	127.966	143.962	146.787	137.857	115.190	Total Working Capital

*FY starts from 1 April - 31 March

Financial Performance



ACCOUNT NAME	3rdQ FY2022 (F)	3rdQ FY2022 (A)	A/B	3rdQ FY2021 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	424.405	410.358	97%	308.871	133%
GROSS PROFIT	90.101	85.084	94%	81.665	104%
OPERATING EXPENSES	(40.043)	(38.478)	96%	(33.731)	114%
OPERATING INCOME	50.057	46.606	93%	47.934	97%
NET INCOME	37.840	34.984	92%	38.907	90%

ACCOUNT NAME	3rdQ FY2022 (F)	3rdQ FY2022 (A)	A/B	3rdQ FY2021 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	272.970	258.071	95%	181.688	142%
SPARE PARTS	93.819	95.578	102%	77.992	123%
SERVICE & MAIN	51.473	52.050	797%	47.611	862%
RENTAL & USED	6.144	4.659	76%	1.580	295%
TOTAL SALES	424.406	410.358	97%	308.871	133%
UNIT	32.319	30.554	95%	27.340	112%
SPARE PARTS	33.526	31.988	95%	28.181	114%
SERVICE & MAIN	22.937	21.208	92%	25.395	84%
RENTAL & USED	1.319	1.334	101%	749	178%
TOTAL GP	90.101	85.084	94%	81.665	104%

Financial Ratio	3rdQ FY21	3rdQ FY22
Days of Inventories	150	216
Cash Cycle	133	172
Current Ratio : CA vs. CL		
	197%	141%
Solvency Ratio		
Liabilities vs. Equity Ratio	91%	184%
Debt vs. Equity Ratio	3%	73%
Profitability Ratio		
Return on Equity	27%	21%
Return on Asset	14%	8%
Return on Sales	13%	9%
Asset Turnover	113%	84%
Leverage	191%	284%
ROI	23%	13%

SALES PERFORMANCE

KINERJA PENJUALAN

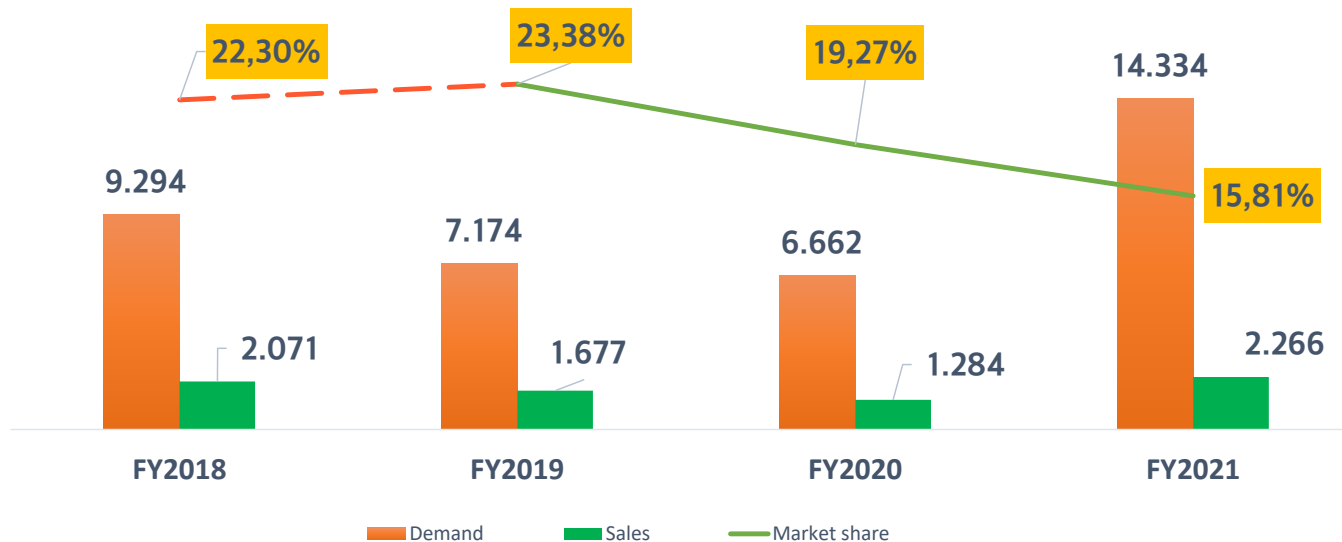
Sales Performance



Hitachi Products	Demand			Sales			Share		
	2019	2020	2021	2019	2020	2021	2019	2020	2021
1. Excavator (6t over)	7.174	6662	14.334	1.677	1.284	2.266	23,38%	19,27%	15,81%
2. Wheel Loader	958	388	763	47	23	46	4,91%	5,93%	6,03%
3. Mini Excavator	923	921	1.734	300	245	350	32,50%	26,60%	20,18%

Bell Products	Demand			Sales			Share		
	2019	2020	2021	2019	2020	2021	2019	2020	2021
1. Articulated Dump Truck	136	106	283	24	3	14	17,65%	2,80%	4,95%

Excavator Sales 6ton Over

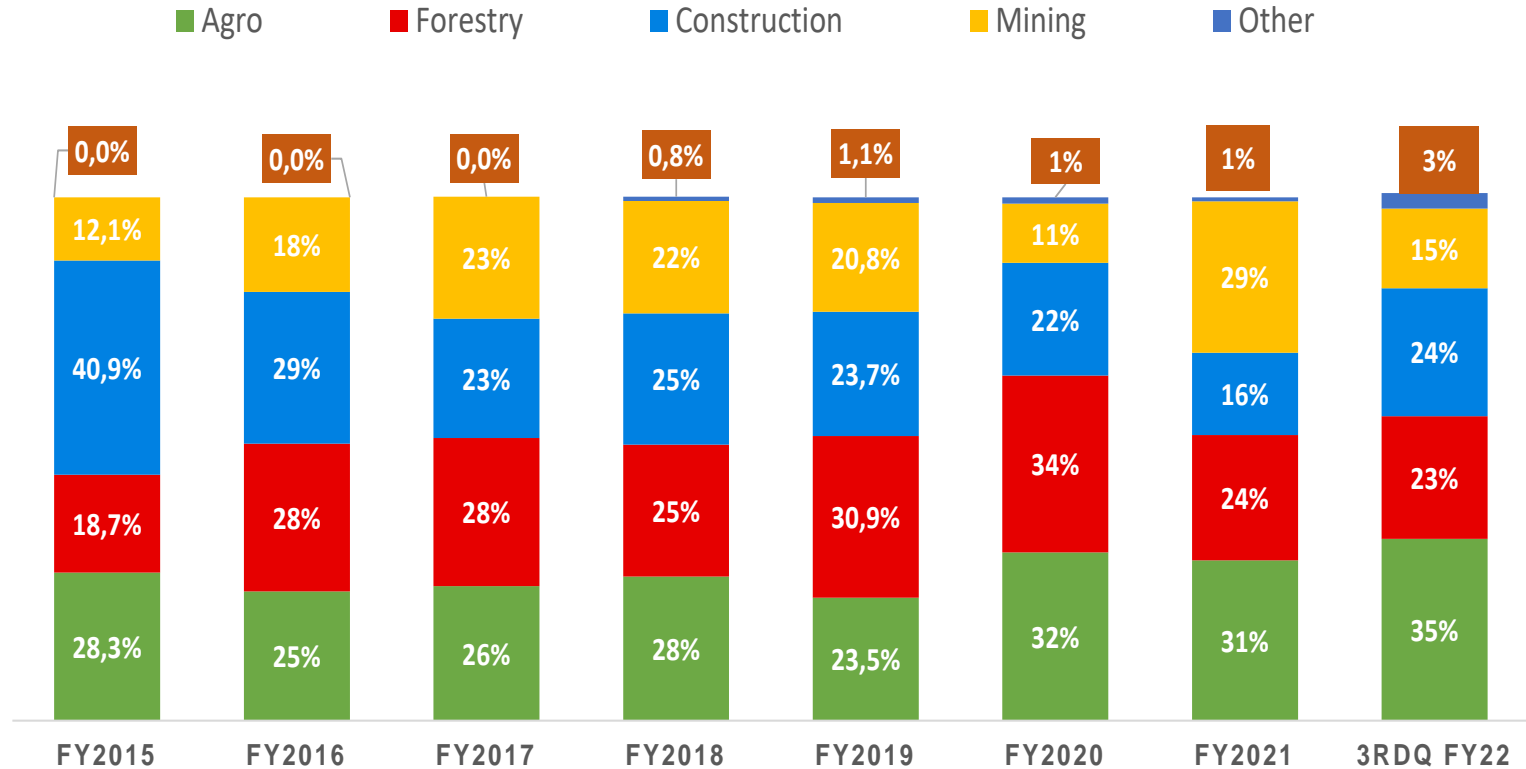


Sales Performances

ACCOUNT NAME	3rdQ FY21	3rdQ FY22	C=B-A	C/A
	Actual	Actual		
DEMAND - excavator 6t over	9.430	11.035	1.605	17%
SALES	1.503	1.805	302	20%
MARKET SHARE	15,9%	16,4%	0,4%	3%

DEMAND - Mini Excavator	1.241	1.439	198	16%
SALES	276	373	97	35%
MARKET SHARE	22,2%	25,9%	3,7%	17%
DEMAND - Wheel Loader	539	536	(3)	-1%
SALES	35	33	(2)	-6%
MARKET SHARE	6,5%	6,2%	-0,3%	-5%
DEMAND - Bell Product	178	259	81	46%
SALES	3	20	17	100%
MARKET SHARE	1,7%	7,7%	6,0%	100%

EXCAVATOR SALES BY SECTOR



Other Information

Informasi Lainnya

Shareholder Composition



CLASSIFICATION OF SHAREHOLDERS

as of 31 December 2022

Shareholders Classification	Ownership in Standard Trade Units			Ownership in nonstandard Trade Units			TOTAL			Remark
	Total shares	Ownership (%)	Total Shareholders	Total shares	Ownership (%)	Total Shareholders	Total shares	Ownership (%)	Total Shareholders	
Foreign										
Individual (Ind, Kar, Alm)	792.200	0,094%	57	0	0,000%	0	792.200	0,094%	57	
Corporate (PT, CV, GOV)	757.661.055	90,198%	98	82	0,000%	1	757.661.137	90,198%	99	Including HCM, Itochu & HMAP
Sub Total	758.453.255	90,292%	155	82	0,000%	1	758.453.337	90,292%	156	
Domestic (Local)										
Individual (Ind, Kar, Alm)	77.338.300	9,207%	9.499	600	0,000%	27	77.338.900	9,207%	9.526	
Corporate (PT, CV, GOV)	2.506.300	0,298%	12	63	0,000%	2	2.506.363	0,298%	14	
Mutual Fund (Danareksa)	897.100	0,107%	8	-	-	-	897.100	0,107%	8	
Insurance (Asunransi)	-	0,000%	-	-	-	-	-	0,000%	-	
Pension Fund (Yayasan)	4.300	0,001%	2	-	-	-	4.300	0,001%	2	
Coop (Koperasi)	800.000	0,095%	2	-	-	-	800.000	0,095%	2	
Sub Total	81.546.000	9,708%	9.523	663	0,000%	29	81.546.663	9,708%	9.552	
Total Hexindo Shares	839.999.255	100,000%	9.678	745	0,000%	30	840.000.000	100,000%	9,708	

Compared to the report of stock movement in Sep22, shareholders experienced a decreased from the previous number of 9.770 shareholder names to 9.708 shareholder names due to decreasing share price during third quarter FY2022.

Shareholder Composition



CONTROLLER SHAREHOLDERS WITH >5%

as of 31 December 2022

Shareholder Name	Participant Name	Shares	Ownership (%)
Itochu Corporation	-	210.400.000	25,05%
Hitachi Construction Machinery Co Ltd, Japan	-	408.180.000	48,59%
Hitachi Construction Machinery Asia and Pasific Pte Ltd, Singapore	Nikko Securities	42.620.000	5,07%

SHAREHOLDER WITH >1%-<5%

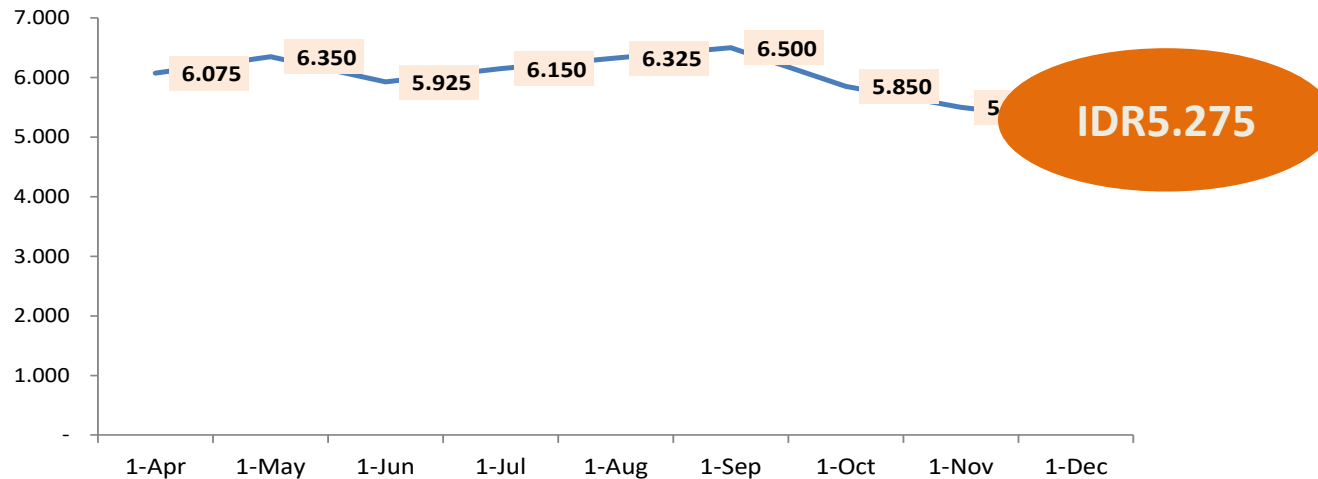
as of 31 December 2022

Shareholder Name	Participant Name	Shares	Ownership (%)
DBS VICKERS SECS SINGAPORE (PTE) LTD A/C CLIENTS	PT DBS VICKERS SEKURITAS INDONESIA	16.987.700	2,01%
DB SINGAPORE-DCS S/A PANGOLIN INV MAN PTE LTD	BUT DEUTSCHE BANK AG	22.813.500	2,72%
JPMSE LUX RE UCITS CLT RE-FRANKLIN TEMPLETON INVESTMENT FUNDS	PT Bank HSBC Indonesia	25.330.200	3,02%

Share Movement during 3rdQ FY2022



**HEXA Share Price
for Period April - Dec 2022**



FY2022	Share Price (IDR)
Apr-22	6.075
May-22	6.350
Jun-22	5.925
Jul-22	6.150
Aug-22	6.325
Sep-22	6.500
Oct-22	5.850
Nov-22	5.500
Dec-22	5.275

Monthly share movement during period April – December year 2022 with the trend is falling steadily And closed at the rate – IDR5.225 on last bourse day

FY2021	Closing Price
Apr	3.510
Mei	3.590
Jun	3.560
Jul	3.470
Agt	3.640
Sep	3.970
Okt	4.050
Nov	4.600
Des	4.600
Jan	4.770
Feb	4.990
Mar	6.150

TERIMA KASIH