

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



4thQ FY2022 Performance Result PT Hexindo Adiperkasa Tbk

30 June 2023

FINANCIAL PERFORMANCE

KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	FY2022	FY2021	FY2020	FY2019	FY2018	FY2017	Description
Penjualan Bersih	630.495	463.263	264.010	424.431	461.333	343.228	Net Revenues
Laba Kotor	124.965	116.401	69.464	107.900	96.522	70.508	Gross Profit
Laba Usaha	70.126	69.494	32.981	53.548	50.519	30.538	Operating Income
Marjin Laba Kotor	20%	25%	26%	25%	21%	21%	Gross Profit Margin
Laba Bersih	51.620	55.083	25.597	38.437	37.600	22.549	Net Income
Laba Bersih per Saham	0.061	0.066	0,030	0,046	0,045	0,027	Net Earnings per Share
Jumlah Aktiva	332	304.648	256.230	266.023	346.312	283.350	Total Assets
Aktiva Lancar	403.744	260.977	214.360	224.443	303.731	238.267	Current Assets
Aktiva Tidak Lancar	59.588	43.671	41.870	41.580	42.581	45.083	Non Current Asset
Jumlah Kewajiban	297.572	144.945	81.911	87.696	177.023	133.047	Total Liabilities
Kewajiban Lancar	13.371	133.011	70.398	77.656	165.874	123.158	Current Liabilities
Ekuitas	165.761	159.703	174.319	178.327	169.289	150.303	Equity
Total liabilitis & Ekuitas	463.332	304.648	256.230	266.023	346.312	283.350	Total Liabilities & Equity
Total Modal Kerja	390.373	127.966	143.962	146.787	137.857	115.190	Total Working Capital

*FY starts from 1 April - 31 March

Financial Performance



ACCOUNT NAME	4thQ FY2022 (F)	4thQ FY2022 (A)	A/B	4thQ FY2021 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	630.543	630.495	100%	463.263	136%
GROSS PROFIT	120.331	124.965	104%	116.401	107%
OPERATING EXPENSES	(55.367)	(56.103)	101%	(46.907)	120%
OPERATING INCOME	64.463	70.126	109%	69.494	101%
NET INCOME	49.317	51.620	105%	55.083	94%

ACCOUNT NAME	4thQ FY2022 (F)	4thQ FY2022 (A)	A/B	4thQ FY2021 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	416.110	419.726	101%	287.311	146%
SPARE PARTS	135.256	133.226	98%	107.472	124%
SERVICE & MAIN	70.744	70.413	891%	66.175	953%
RENTAL & USED	8.432	7.130	85%	2.305	309%
TOTAL SALES	630.543	630.495	100%	463.263	136%
UNIT	42.376	47.560	112%	41.824	114%
SPARE PARTS	46.287	46.568	101%	40.244	116%
SERVICE & MAIN	29.838	28.720	96%	33.324	86%
RENTAL & USED	1.831	2.118	116%	1.009	210%
TOTAL GP	120.331	124.966	104%	116.401	107%

Financial Ratio	4thQ FY21	4thQ FY22
Days of Inventories	136	158
Cash Cycle	125	142
Current Ratio : CA vs. CL		
	197%	142%
Solvency Ratio		
Liabilities vs. Equity Ratio	92%	180%
Debt vs. Equity Ratio	2%	62%
Profitability Ratio		
Return on Equity	35%	31%
Return on Asset	18%	11%
Return on Sales	12%	8%
Asset Turnover	153%	136%
Leverage	192%	279%
ROI	31%	21%

SALES PERFORMANCE

KINERJA PENJUALAN

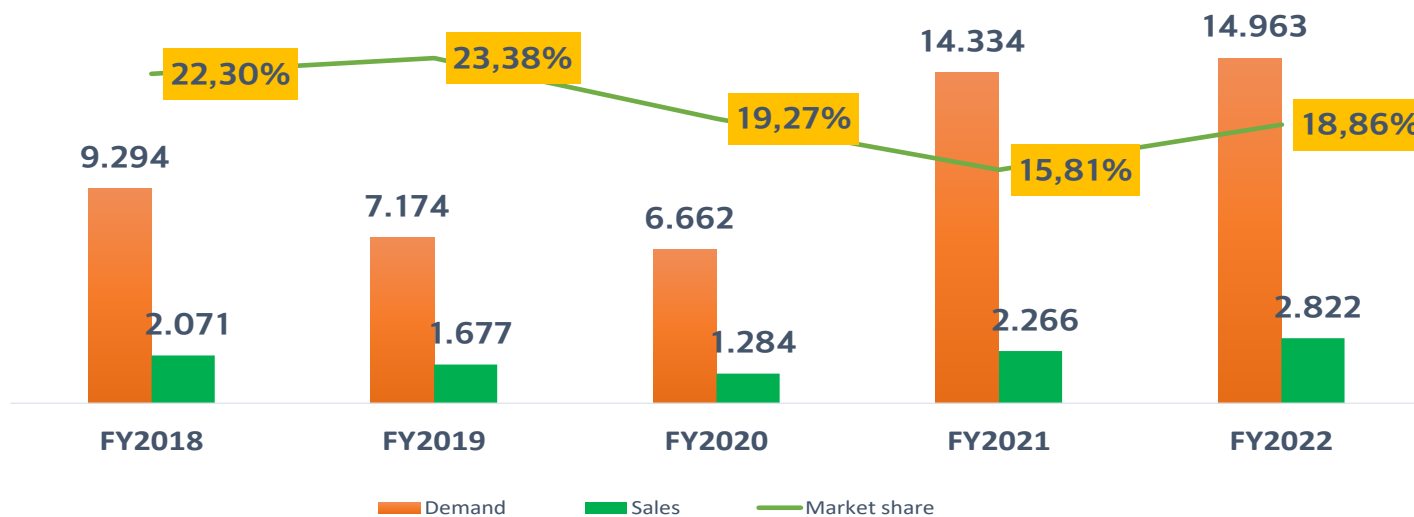
Sales Performance



Hitachi Products	Demand			Sales			Share		
	2020	2021	2022	2020	2021	2022	2020	2021	2022
1. Excavator (6t over)	6662	14.236	14.936	1.284	2.254	2.853	19,27%	15,83%	19,1%
2. Mining Excavator	n/a	100	214	n/a	12	25	n/a	12,00%	11,7%
3. Mini Excavator	921	1.734	1.894	245	350	498	26,60%	20,18%	26,3%
4. Wheel Loader	388	763	688	23	46	53	5,93%	6,03%	7,7%
5. Rigid Dump Truck		729	1.483		-	19		0,00%	1,3%

Bell Products	Demand			Sales			Share		
	2020	2021	2022	2020	2021	2022	2020	2021	2022
1. Articulated Dump Truck	106	283	412	3	14	30	2,80%	4,95%	0,02%

Excavator Sales 6ton Over



Sales Performances

ACCOUNT NAME	4thQ FY21	4thQ FY22	C=B-A	C/A
	Actual	Actual		
DEMAND - excavator 6t over	14.236	14.936	700	5%
SALES	2.254	2.822	568	25%
MARKET SHARE	15,8%	18,9%	3,1%	19%
DEMAND - Mini Excavator	1.734	1.894	160	9%
SALES	350	498	148	42%
MARKET SHARE	20,2%	26,3%	6,1%	30%
DEMAND - Mining Excavator [EX1200 up]	100	214	114	114%
SALES	12	25	13	108%
MARKET SHARE	12,0%	11,7%	-0,3%	-3%
DEMAND - Wheel Loader	763	688	(75)	-10%
SALES	46	53	7	15%
MARKET SHARE	6,0%	7,7%	1,7%	28%
DEMAND - Hitachi Rigid Dump Truck	729	1.483	-	-
SALES	-	19	19	100%
MARKET SHARE	0,0%	1,3%	1,3%	100%
DEMAND - Bell Product	283	412	129	46%
SALES	14	30	16	100%
MARKET SHARE	4,9%	7,3%	2,3%	100%

Sales Performances



EXCAVATOR SALES BY SECTOR

Agro Forestry Construction Mining Other

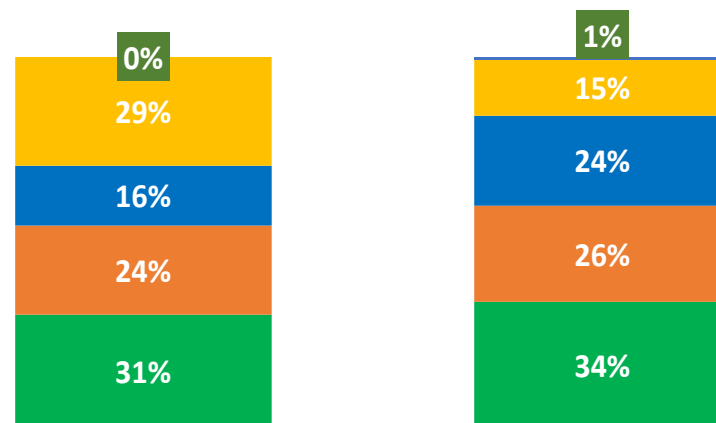


Sales by Sector	FY2021	FY2022
Agro	688	959
Forestry	543	733
Construction	363	684
Mining	660	426
Other	-	20

Sales by Sector	FY2021	FY2022
Agro	31%	34%
Forestry	24%	26%
Construction	16%	24%
Mining	29%	15%
Other	0%	1%

EXCAVATOR SALES BY SECTOR

Forestry Construction Mining Other



FY2021

FY2022

Other Information

Informasi Lainnya

Shareholder Composition



CLASSIFICATION OF SHAREHOLDERS

as of 31 March 2023

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)	780.600	0,093%	64	0	0,000%	0	780.600	0,093%	64	
Corporate (PT, CV, GOV)	756.346.255	90,041%	91	82	0,000%	1	756.346.337	90,041%	92	Including HCM, Itochu & HMAP
Sub Total	757.126.855	90,134%	155	82	0,000%	1	757.126.937	90,134%	156	
Domestic (Local)										
Individual (Ind, Kar, Alm)	78.891.400	9,392%	9.750	600	0,000%	27	78.892.000	9,392%	9.777	
Corporate (PT, CV, GOV)	2.495.900	0,297%	10	63	0,000%	2	2.495.963	0,297%	12	
Mutual Fund (Danareksa)	680.800	0,081%	7	-		-	680.800	0,081%	7	
Insurance (Asuransi)	-	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	82.872.400	9,866%	9.771	663	0,000%	29	82.873.063	9,866%	9.800	
Total Hexindo Shares	839.999.255	100,000%	9.926	745	0,000%	30	840.000.000	100,000%	9,956	

Compared to the report of stock movement in Dec22, shareholders experienced a increased from the previous number of 9.708 shareholder names to 9.956 shareholder names due to decreasing share price during third quarter FY2022.

Shareholder Composition



CONTROLLER SHAREHOLDERS WITH >5%

as of 31 March 2023

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%

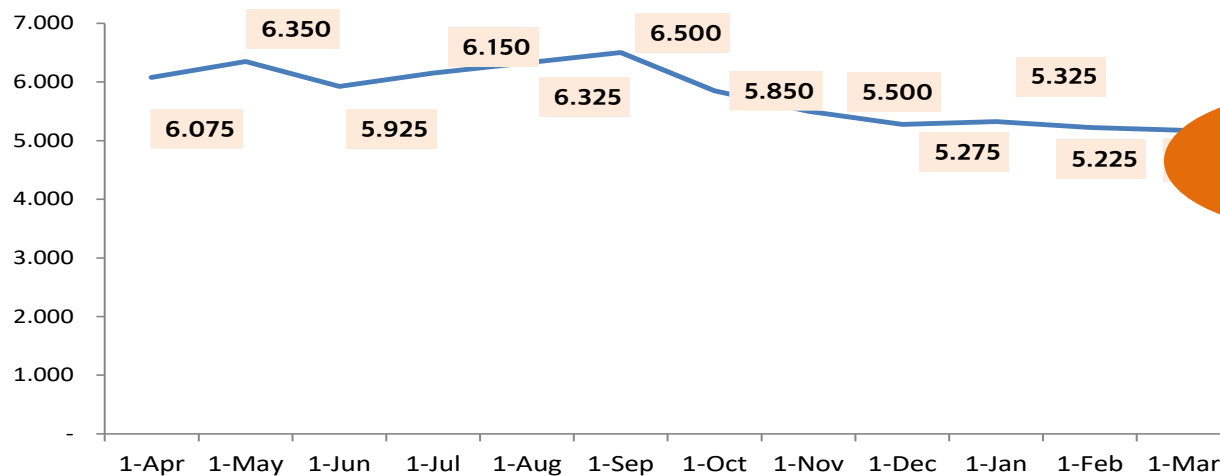
as of 31 March 2023

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	2,58%
JPMSE LUX RE UCITS CLT RE-FRANKLIN TEMPLETON INVESTMENT FUNDS	PT Bank HSBC Indonesia	25.330.200	3,02%

Share Movement during 4thQ FY2022



**HEXA Share Price
for Period April 2022 - Mar 2023**



IDR5.175

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
Jan-23	5.325
Feb-23	5.225
Mar-23	5.175

Monthly share movement during period April 2022 – March 2023 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