

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



1stQ FY2023 Performance Result PT Hexindo Adiperkasa Tbk

August 2023

FINANCIAL PERFORMANCE

KINERJA KEUANGAN

IKHTISAR KEUANGAN

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

Uraian	1stQ FY2023	FY2022	FY2021	FY2020	FY2019	FY2018	Description
Penjualan Bersih	143.832	630.495	463.263	264.010	424.431	461.333	Net Revenues
Laba Kotor	34.007	124.965	116.401	69.464	107.900	96.522	Gross Profit
Laba Usaha	19.531	70.126	69.494	32.981	53.548	50.519	Operating Income
Marjin Laba Kotor	24%	20%	25%	26%	25%	21%	Gross Profit Margin
Laba Bersih	14.181	51.620	55.083	25.597	38.437	37.600	Net Income
Laba Bersih per Saham	0.017	0.061	0.066	0,030	0,046	0,045	Net Earnings per Share
Jumlah Aktiva	449.751	463.332	304.648	256.230	266.023	346.312	Total Assets
Aktiva Lancar	387.420	403.744	260.977	214.360	224.443	303.731	Current Assets
Aktiva Tidak Lancar	62.330	59.588	43.671	41.870	41.580	42.581	Non Current Asset
Jumlah Kewajiban	269.809	297.572	144.945	81.911	87.696	177.023	Total Liabilities
Kewajiban Lancar	255.611	13.371	133.011	70.398	77.656	165.874	Current Liabilities
Ekuitas	179.942	165.761	159.703	174.319	178.327	169.289	Equity
Total liabilitis & Ekuita	449.751	463.332	304.648	256.230	266.023	346.312	Total Liabilities & Equity
Total Modal Kerja	131.809	390.373	127.966	143.962	146.787	137.857	Total Working Capital

*FY starts from 1 April - 31 March

Financial Performance



ACCOUNT NAME	1stQ FY2023 (F)	1stQ FY2023 (A)	A/B	1stQ FY2022 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
REVENUE	164.402	143.832	87%	114.108	126%
GROSS PROFIT	28.486	34.007	119%	24.340	140%
OPERATING EXPENSES	(15.360)	(14.436)	94%	(12.557)	87%
OPERATING INCOME	13.126	19.531	149%	12.282	159%
NET INCOME	9.409	14.181	151%	9.054	157%

ACCOUNT NAME	1stQ FY2023 (F)	1stQ FY2023 (A)	A/B	1sQ FY2022 (A)	YoY
	AMOUNT	AMOUNT		AMOUNT	
UNIT	116.118	92.632	80%	73.298	126%
SPARE PARTS	25.753	29.250	114%	23.992	122%
SERVICE & MAIN	15.777	18.612	118%	15.444	121%
RENTAL & USED	6.754	3.329	49%	1.374	242%
TOTAL SALES	164.402	143.832	87%	144.108	100%
UNIT	11.152	11.567	104%	10.286	112%
SPARE PARTS	9.778	1.195	12%	7.990	15%
SERVICE & MAIN	6.994	10.555	151%	6.160	171%
RENTAL & USED	561	689	123%	404	171%
TOTAL GP	28.486	34.007	119%	24.840	137%

Financial Ratio

Financial Ratio	FY2022	1stQ FY2022	1stQ FY2023
General			
Days of Inventories	158	164	193
Cash Cycle	142	140	155
Liquidity Ratio			
Current Ratio : CA vs. CL	142%	142%	151%
Solvency Ratio			
Liabilities vs. Equity Ratio	179%	83%	150%
Debt vs. Equity Ratio	62%	10%	48%
Profitability Ratio			
Return on Equity	31%	5%	8%
Return on Asset	11%	3%	3%
Return on Sales	8%	8%	10%
Asset Turnover	136%	3%	32%
Leverage	279%	183%	250%
ROI	21%	5%	6%

SALES PERFORMANCE

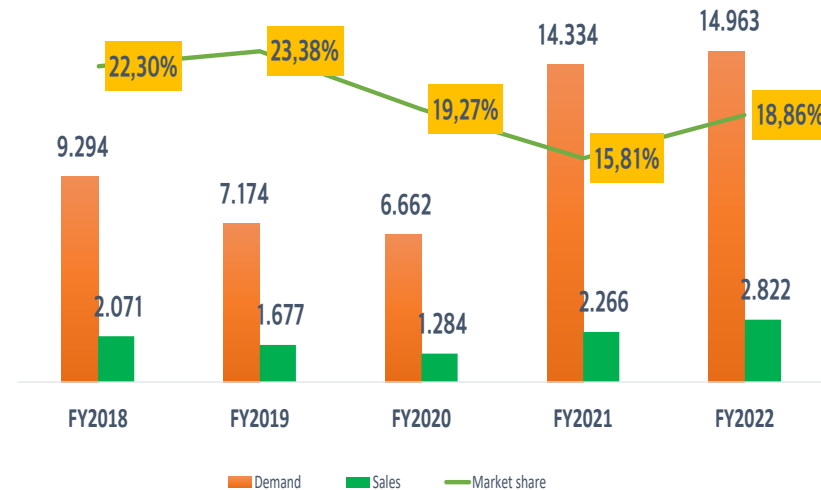
KINERJA PENJUALAN

Sales Performance – 1stQ FY2023

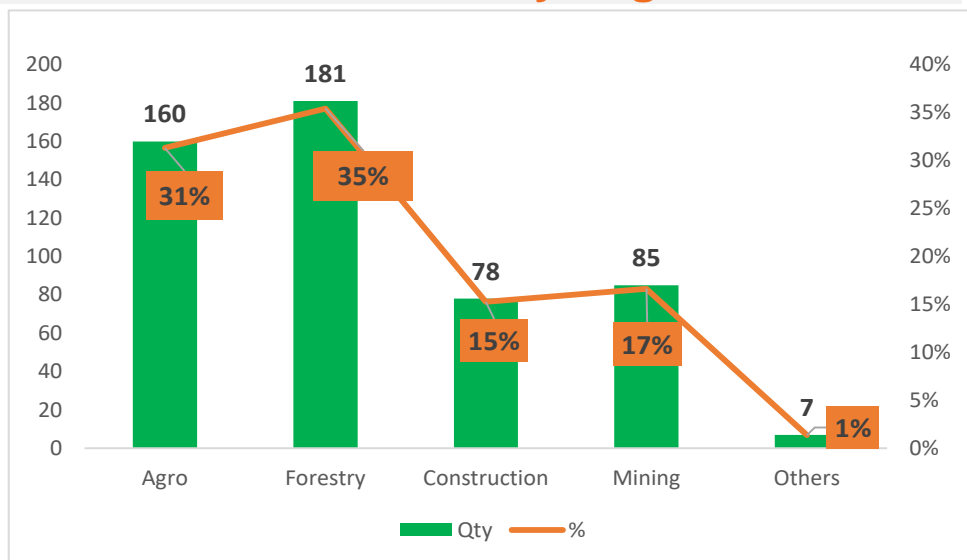


Products	FY22	1stQ23	1stQ22
EX 6T over			
Demand	15.150	3205	3338
Sales	2.847	511	538
MS	18,8%	15,9%	16,1%
ME			
Demand	1.894	312	473
Sales	498	61	139
MS	26,3%	19,6%	29,4%
WL			
Demand	688	154	202
Sales	53	12	9
MS	7,7%	7,8%	4,5%
RDT			
Demand	1483	449	242
Sales	19	7	0
MS	1,3%	1,6%	0,0%
ADT			
Demand	412	125	60
Sales	30	16	0
MS	7,3%	12,8%	0,0%

Market Share - 6T over EX



6T over Sales by Segment



Other Information

Informasi Lainnya

Shareholder Composition



CLASSIFICATION OF SHAREHOLDERS

as of 30 June 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)	778.700	0,093%	70	0	0,000%	0	778.700	0,093%	70	
Corporate (PT, CV, GOV)	755.590.055	89,951%	87	82	0,000%	1	755.590.137	89,951%	88	Including HCM, Itochu & HMAP
Sub Total	756.368.755	90,044%	157	82	0,000%	1	756.368.837	90,044%	158	
Domestic (Local)										
Individual (Ind, Kar, Alm)	79.773.300	9,497%	9.354	600	0,000%	26	79.773.900	9,497%	9.380	
Corporate (PT, CV, GOV)	2.496.900	0,297%	10	63	0,000%	2	2.496.963	0,297%	12	
Mutual Fund (Danareksa)	556.000	0,066%	5	-	-	-	556.000	0,066%	5	
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	83.630.500	9,956%	9.373	663	0,000%	28	83.631.163	9,956%	9.401	
Total Hexindo Shares	839.999.255	100,000%	9.530	745	0,000%	29	840.000.000	100,000%	9,559	

9,559

Compared to the report of stock movement in Mar23, shareholders experienced a slightly increased from the previous number of 9.956 shareholder names to 9.559 shareholder names.

Shareholder Composition



CONTROLLER SHAREHOLDERS WITH >5%

as of 30 June 2023

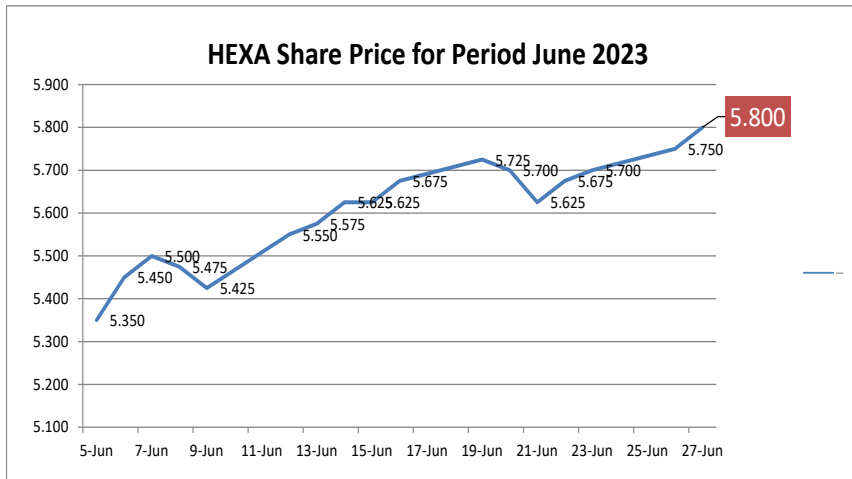
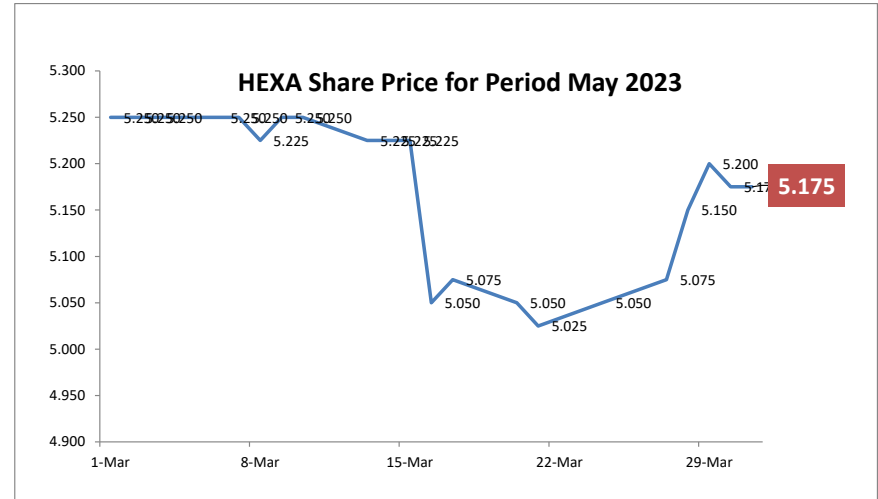
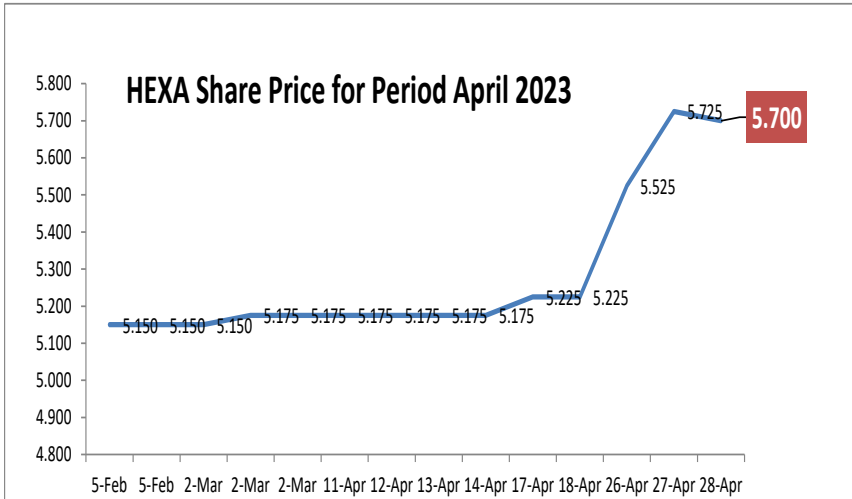
Shareholder Name	Participant Name	Shares	Ownership (%)
Itochu Corporation	-	210.400.000	25,05%
Hitachi Construction Machinery Co Ltd, Japan	-	408.180.000	48,59%
Hitachi Construction Machinery Asia and Pasific Pte Ltd, Singapore	Nikko Securities	42.620.000	5,07%

SHAREHOLDER WITH >1%-<5%

as of 30 June 2023

Shareholder Name	Participant Name	Shares	Ownership (%)
DBS VICKERS SECS SINGAPORE (PTE) LTD A/C CLIENTS	PT DBS VICKERS SEKURITAS INDONESIA	16.797.700	2,00%
DB SINGAPORE-DCS S/A PANGOLIN INV MAN PTE LTD	BUT DEUTSCHE BANK AG	21.700.000	2,58%
JPMSE LUX RE UCITS CLT RE-FRANKLIN TEMPLETON INVESTMENT FUNDS	PT Bank HSBC Indonesia	25.330.200	3,02%

Share Movement during 1st Q FY2023



Monthly share movement during period April 2023 – June 2023 with the trend is increasing by the end of June 2023 and closed at the rate – IDR5.800 on last bourse day.

Compared to same period last year, decreased +2% (IDR5,925).

TERIMA KASIH