

# Sales Volume February 2019

## Semen Indonesia Group Sales Volume

	JANUARY			FEBRUARY			Year to Date		
	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)
<b>Semen Indonesia</b>									
Domestic	2,146,463	2,289,931	-6.27%	1,856,142	1,835,118	1.15%	4,002,605	4,125,049	-2.97%
Export	210,918	202,415	4.20%	300,772	106,629	182.07%	511,689	309,044	65.57%
	<b>2,357,381</b>	<b>2,492,346</b>	<b>-5.42%</b>	<b>2,156,914</b>	<b>1,941,747</b>	<b>11.08%</b>	<b>4,514,295</b>	<b>4,434,093</b>	<b>1.81%</b>
<b>TLCC</b>									
Domestic	80,198	148,573	-46.02%	40,541	63,009	-35.66%	120,738	211,582	-42.94%
Export	58,200	144,780	-59.80%	92,917	34,433	169.85%	151,117	179,213	-15.68%
	<b>138,398</b>	<b>293,353</b>	<b>-52.82%</b>	<b>133,457</b>	<b>97,442</b>	<b>36.96%</b>	<b>271,855</b>	<b>390,795</b>	<b>-30.44%</b>
<b>Total Group (SMGR)</b>	<b>2,495,779</b>	<b>2,785,699</b>	<b>-10.41%</b>	<b>2,290,371</b>	<b>2,039,189</b>	<b>12.32%</b>	<b>4,786,150</b>	<b>4,824,888</b>	<b>-0.80%</b>
<b>SBI (ex-Holcim)</b>									
Domestic	904,748	832,542	8.67%	765,432	721,844	6.04%	1,670,180	1,554,386	7.45%
Export	36,620	36,620	0.00%	39,506	67,121	-41.14%	76,126	103,741	-26.62%
	<b>941,368</b>	<b>869,162</b>	<b>8.31%</b>	<b>804,938</b>	<b>788,965</b>	<b>2.02%</b>	<b>1,746,306</b>	<b>1,658,127</b>	<b>5.32%</b>
<b>SMGR + SBI</b>	<b>2,495,779</b>	<b>2,785,699</b>	<b>-10.41%</b>	<b>3,095,309</b>	<b>2,039,189</b>	<b>51.79%</b>	<b>5,591,088</b>	<b>4,824,888</b>	<b>15.88%</b>

## Industry

AREA	JANUARY			FEBRUARY			YEAR TO DATE		
	2019	2018	+ (%)	2019	2018	+ (%)	2019	2018	+ (%)
JAKARTA	355,886	430,032	-17.24%	319,541	382,990	-16.57%	675,427	813,021	-16.92%
BANTEN	288,183	276,346	4.28%	255,599	237,460	7.64%	543,783	513,805	5.83%
WEST JAVA	896,320	841,904	6.46%	759,392	678,911	11.85%	1,655,713	1,520,816	8.87%
CENTRAL JAVA	709,789	788,407	-9.97%	555,904	593,102	-6.27%	1,265,693	1,381,509	-8.38%
YOGYAKARTA	121,598	86,433	40.69%	125,448	79,014	58.77%	247,046	165,447	49.32%
EAST JAVA	792,946	772,279	2.68%	652,349	682,334	-4.39%	1,445,295	1,454,612	-0.64%
<b>TOTAL JAVA</b>	<b>3,164,723</b>	<b>3,195,400</b>	<b>-0.96%</b>	<b>2,668,233</b>	<b>2,653,810</b>	<b>0.54%</b>	<b>5,832,956</b>	<b>5,849,210</b>	<b>-0.28%</b>
SUMATRA	1,177,220	1,217,444	-3.30%	1,022,494	1,059,445	-3.49%	2,199,714	2,276,890	-3.39%
KALIMANTAN	363,670	350,453	3.77%	355,594	343,952	3.38%	719,265	694,405	3.58%
SULAWESI	462,961	483,719	-4.29%	407,943	380,932	7.09%	870,903	864,651	0.72%
NUSA TENGGARA	289,966	287,580	0.83%	303,407	251,811	20.49%	593,373	539,391	10.01%
INDONESIA TIMUR	164,980	161,152	2.38%	126,074	131,311	-3.99%	291,054	292,463	-0.48%
<b>TOTAL INDONESIA</b>	<b>5,623,520</b>	<b>5,695,748</b>	<b>-1.27%</b>	<b>4,883,746</b>	<b>4,821,262</b>	<b>1.30%</b>	<b>10,507,266</b>	<b>10,517,010</b>	<b>-0.09%</b>
EXPORT SEMEN	72,908	70,328	3.67%	132,182	68,228	93.74%	205,090	138,556	48.02%
EXPORT KLINKER	174,629	168,706	3.51%	475,956	105,522	351.05%	650,585	274,229	137.24%
<b>TOTAL EXPORT</b>	<b>247,538</b>	<b>239,035</b>	<b>3.56%</b>	<b>608,138</b>	<b>173,750</b>	<b>250.01%</b>	<b>855,675</b>	<b>412,785</b>	<b>107.29%</b>
<b>GRAND TOTAL</b>	<b>5,871,058</b>	<b>5,934,783</b>	<b>-1.07%</b>	<b>5,491,883</b>	<b>4,995,012</b>	<b>9.95%</b>	<b>11,362,941</b>	<b>10,929,795</b>	<b>3.96%</b>

\*Indented numbers in orange tables are SBI numbers before the acquisition by SMIG thus not included in SMIG consolidated numbers

Total SMGR + SBI Year to Date exclude SBI January 2019 sales volume