

# Sales Volume March 2019

## Semen Indonesia Group Sales Volume

|                           | FEBRUARY               |                  |               | MARCH            |                  |               | Year to Date     |                  |                |
|---------------------------|------------------------|------------------|---------------|------------------|------------------|---------------|------------------|------------------|----------------|
|                           | 2019                   | 2018             | Chg YoY (%)   | 2019             | 2018             | Chg YoY (%)   | 2019             | 2018             | Chg YoY (%)    |
|                           | <b>Semen Indonesia</b> |                  |               |                  |                  |               |                  |                  |                |
| Domestic                  | 1,856,142              | 1,835,118        | 1.15%         | 1,974,341        | 2,067,506        | -4.51%        | 5,976,947        | 6,192,555        | -3.48%         |
| Export                    | 300,772                | 106,629          | 182.07%       | 245,344          | 288,845          | -15.06%       | 757,034          | 597,889          | 26.62%         |
|                           | <b>2,156,914</b>       | <b>1,941,747</b> | <b>11.08%</b> | <b>2,219,686</b> | <b>2,356,351</b> | <b>-5.80%</b> | <b>6,733,980</b> | <b>6,790,444</b> | <b>-0.83%</b>  |
| <b>TLCC</b>               |                        |                  |               |                  |                  |               |                  |                  |                |
| Domestic                  | 40,541                 | 63,009           | -35.66%       | 131,508          | 146,538          | -10.26%       | 252,246          | 358,120          | -29.56%        |
| Export                    | 92,917                 | 34,433           | 169.85%       | 2,033            | 56,791           | -96.42%       | 153,150          | 236,004          | -35.11%        |
|                           | 133,457                | <b>97,442</b>    | <b>36.96%</b> | 133,541          | 203,329          | -34.32%       | <b>405,396</b>   | <b>594,124</b>   | <b>-31.77%</b> |
| <b>Total Group (SMGR)</b> | <b>2,290,371</b>       | <b>2,039,189</b> | <b>12.32%</b> | <b>2,353,227</b> | <b>2,559,680</b> | <b>-8.07%</b> | <b>7,139,376</b> | <b>7,384,568</b> | <b>-3.32%</b>  |
| <b>SBI (ex-Holcim)</b>    |                        |                  |               |                  |                  |               |                  |                  |                |
| Domestic                  | 765,432                | 721,844          | 6.04%         | 776,001          | 795,206          | -2.42%        | 2,446,181        | 2,349,591        | 4.11%          |
| Export                    | 39,506                 | 67,121           | -41.14%       | 32,145           | -                | #DIV/0!       | 108,271          | 103,741          | 4.37%          |
|                           | <b>804,938</b>         | <b>788,965</b>   | <b>2.02%</b>  | <b>808,146</b>   | <b>795,206</b>   | <b>1.63%</b>  | <b>2,554,452</b> | <b>2,453,333</b> | <b>4.12%</b>   |
| <b>SMGR + SBI</b>         | <b>3,095,309</b>       | <b>2,039,189</b> | <b>51.79%</b> | <b>3,161,373</b> | <b>2,559,680</b> | <b>23.51%</b> | <b>8,752,460</b> | <b>7,384,568</b> | <b>18.52%</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

## Industry

| AREA                   | FEBRUARY         |                  |                | MARCH            |                  |               | YEAR TO DATE      |                   |                |
|------------------------|------------------|------------------|----------------|------------------|------------------|---------------|-------------------|-------------------|----------------|
|                        | 2019             | 2018             | + (%)          | 2019             | 2018             | + (%)         | 2019              | 2018              | + (%)          |
| JAKARTA                | 319,541          | 382,990          | -16.57%        | 336,363          | 400,467          | -16.01%       | 1,011,790         | 1,213,489         | -16.62%        |
| BANTEN                 | 255,599          | 237,460          | 7.64%          | 269,064          | 249,281          | 7.94%         | 812,846           | 763,087           | 6.52%          |
| WEST JAVA              | 759,392          | 678,911          | 11.85%         | 824,942          | 761,999          | 8.26%         | 2,480,654         | 2,282,815         | 8.67%          |
| CENTRAL JAVA           | 555,904          | 593,102          | -6.27%         | 597,674          | 717,968          | -16.75%       | 1,863,367         | 2,099,477         | -11.25%        |
| YOGYAKARTA             | 125,448          | 79,014           | 58.77%         | 138,971          | 80,686           | 72.24%        | 386,017           | 246,133           | 56.83%         |
| EAST JAVA              | 652,349          | 682,334          | -4.39%         | 674,999          | 727,523          | -7.22%        | 2,120,293         | 2,182,135         | -2.83%         |
| <b>TOTAL JAVA</b>      | <b>2,668,233</b> | <b>2,653,810</b> | <b>0.54%</b>   | <b>2,842,012</b> | <b>2,937,925</b> | <b>-3.26%</b> | <b>8,674,968</b>  | <b>8,787,135</b>  | <b>-1.28%</b>  |
| SUMATRA                | 1,022,494        | 1,059,445        | -3.49%         | 1,042,230        | 1,156,632        | -9.89%        | 3,241,944         | 3,433,522         | -5.58%         |
| KALIMANTAN             | 355,594          | 343,952          | 3.38%          | 355,122          | 334,500          | 6.16%         | 1,074,386         | 1,028,905         | 4.42%          |
| SULAWESI               | 407,943          | 380,932          | 7.09%          | 464,926          | 406,794          | 14.29%        | 1,335,830         | 1,271,445         | 5.06%          |
| NUSA TENGGARA          | 303,407          | 251,811          | 20.49%         | 323,918          | 253,682          | 27.69%        | 917,291           | 793,073           | 15.66%         |
| INDONESIA TIMUR        | 126,074          | 131,311          | -3.99%         | 138,004          | 115,319          | 19.67%        | 429,059           | 407,782           | 5.22%          |
| <b>TOTAL INDONESIA</b> | <b>4,883,746</b> | <b>4,821,262</b> | <b>1.30%</b>   | <b>5,166,212</b> | <b>5,204,852</b> | <b>-0.74%</b> | <b>15,673,477</b> | <b>15,721,861</b> | <b>-0.31%</b>  |
| EXPORT SEMEN           | 132,182          | 68,228           | 93.74%         | 111,065          | 70,512           | 57.51%        | 316,155           | 209,069           | 51.22%         |
| EXPORT KLINKER         | 475,956          | 105,522          | 351.05%        | 454,877          | 218,333          | 108.34%       | 1,105,463         | 492,562           | 124.43%        |
| <b>TOTAL EXPORT</b>    | <b>608,138</b>   | <b>173,750</b>   | <b>250.01%</b> | <b>565,942</b>   | <b>288,845</b>   | <b>95.93%</b> | <b>1,421,618</b>  | <b>701,630</b>    | <b>102.62%</b> |
| <b>GRAND TOTAL</b>     | <b>5,491,883</b> | <b>4,995,012</b> | <b>9.95%</b>   | <b>5,732,154</b> | <b>5,493,697</b> | <b>4.34%</b>  | <b>17,095,095</b> | <b>16,423,492</b> | <b>4.09%</b>   |