

Sales Volume May 2019

Semen Indonesia Group Sales Volume

	APRIL			MAY			Year to Date		
	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)
Semen Indonesia									
Domestic	1,801,315	2,114,578	-14.81%	1,992,823	2,232,412	-10.73%	9,771,085	10,539,546	-7.29%
Export	293,140	279,945	4.71%	327,521	337,569	-2.98%	1,377,695	1,215,402	13.35%
	2,094,455	2,394,523	-12.53%	2,320,344	2,569,981	-9.71%	11,148,779	11,754,948	-5.16%
TLCC									
Domestic	117,301	179,050	-34.49%	120,429	146,008	-17.52%	489,975	683,179	-28.28%
Export	87,300	91,149	-4.22%	69,001	104,464	-33.95%	309,451	431,617	-28.30%
	204,601	270,199	-24.28%	189,430	250,472	-24.37%	799,426	1,114,796	-28.29%
Total Group (SMGR)	2,299,056	2,664,722	-13.72%	2,509,773	2,820,454	-11.02%	11,948,206	12,869,744	-7.16%
SBI (ex-Holcim)									
Domestic	714,806	796,857	-10.30%	760,964	890,679	-14.56%	3,921,951	4,037,128	-2.85%
Export	32,145	116,773	-72.47%	68,031	66,416	2.43%	208,447	286,930	-27.35%
	746,951	913,630	-18.24%	828,995	957,095	-13.38%	4,130,398	4,324,058	-4.48%
SMGR + SBI	3,046,007	2,664,722	14.31%	3,338,768	2,820,454	18.38%	15,137,236	12,869,744	17.62%

*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	APRIL			MAY			YEAR TO DATE		
	2019	2018	+ (%)	2019	2018	+ (%)	2019	2018	+ (%)
JAKARTA	305,986	387,027	-20.94%	306,204	400,781	-23.60%	1,623,980	2,001,296	-18.85%
BANTEN	265,279	281,006	-5.60%	249,212	272,932	-8.69%	1,327,337	1,317,025	0.78%
WEST JAVA	761,160	771,142	-1.29%	876,282	851,726	2.88%	4,118,097	3,905,683	5.44%
CENTRAL JAVA	619,438	754,882	-17.94%	738,269	877,957	-15.91%	3,221,074	3,732,316	-13.70%
YOGYAKARTA	140,131	88,772	57.85%	113,071	101,787	11.09%	639,218	436,692	46.38%
EAST JAVA	625,598	743,899	-15.90%	742,275	767,425	-3.28%	3,488,165	3,693,459	-5.56%
TOTAL JAVA	2,717,591	3,026,728	-10.21%	3,025,313	3,272,609	-7.56%	14,417,872	15,086,472	-4.43%
SUMATRA	1,002,668	1,153,076	-13.04%	1,016,545	1,184,874	-14.21%	5,261,157	5,771,472	-8.84%
KALIMANTAN	313,506	340,520	-7.93%	332,662	373,903	-11.03%	1,720,554	1,743,328	-1.31%
SULAWESI	390,719	428,691	-8.86%	390,725	405,985	-3.76%	2,117,274	2,106,121	0.53%
NUSA TENGGARA	289,677	284,996	1.64%	299,450	328,470	-8.83%	1,506,419	1,406,540	7.10%
INDONESIA TIMUR	102,202	103,479	-1.23%	130,685	105,310	24.10%	661,945	616,571	7.36%
TOTAL INDONESIA	4,816,363	5,337,491	-9.76%	5,195,380	5,671,151	-8.39%	25,685,220	26,730,503	-3.91%
EXPORT SEMEN	115,052	121,917	-5.63%	48,673	204,431	-76.19%	479,880	535,417	-10.37%
EXPORT KLINKER	543,441	472,410	15.04%	395,099	560,454	-29.50%	2,044,003	1,525,426	34.00%
TOTAL EXPORT	658,493	594,327	10.80%	443,773	764,885	-41.98%	2,523,883	2,060,842	22.47%
GRAND TOTAL	5,474,856	5,931,817	-7.70%	5,639,153	6,436,036	-12.38%	28,209,103	28,791,345	-2.02%