

Sales Volume July 2019

Semen Indonesia Group Sales Volume

	JUNE			JULY			Year to Date		
	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)
Semen Indonesia									
Domestic	1,367,174	1,283,965	6.48%	2,353,795	2,505,014	-6.04%	13,492,054	14,328,526	-5.84%
Export	148,857	287,798	-48.28%	352,556	272,163	29.54%	1,879,108	1,775,363	5.84%
	1,516,030	1,571,763	-3.55%	2,706,352	2,777,178	-2.55%	15,371,162	16,103,889	-4.55%
TLCC									
Domestic	117,448	133,487	-12.01%	122,640	126,586	-3.12%	730,063	943,251	-22.60%
Export	102,490	82,442	24.32%	51,175	87,109	-41.25%	463,116	601,168	-22.96%
	219,939	215,928	1.86%	173,814	213,694	-18.66%	1,193,179	1,544,418	-22.74%
Total Group (SMGR)	1,735,969	1,787,692	-2.89%	2,880,166	2,990,872	-3.70%	16,564,341	17,648,307	-6.14%
SBI (ex-Holcim)									
Domestic	533,922	516,362	3.40%	940,551	979,953	-4.02%	5,396,424	5,533,443	-2.48%
Export	31,613	16,443	92.26%	-	50,316	-100.00%	240,060	353,690	-32.13%
	565,535	532,805	6.14%	940,551	1,030,269	-8.71%	5,636,484	5,887,133	-4.26%
SMGR + SBI	2,301,504	1,787,692	28.74%	3,820,717	2,990,872	27.75%	21,259,457	17,648,307	20.46%

*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	JUNE			JULY			YEAR TO DATE		
	2019	2018	+ (%)	2019	2018	+ (%)	2019	2018	+ (%)
JAKARTA	175,598	181,526	-3.27%	370,695	401,704	-7.72%	2,170,272	2,584,526	-16.03%
BANTEN	168,243	134,016	25.54%	323,386	304,897	6.06%	1,818,966	1,755,938	3.59%
WEST JAVA	592,835	463,145	28.00%	1,046,275	967,691	8.12%	5,757,207	5,336,519	7.88%
CENTRAL JAVA	484,430	464,069	4.39%	859,621	997,250	-13.80%	4,565,125	5,193,635	-12.10%
YOGYAKARTA	64,117	56,528	13.42%	125,352	107,557	16.54%	828,688	600,778	37.94%
EAST JAVA	504,005	415,906	21.18%	875,788	870,724	0.58%	4,867,957	4,980,089	-2.25%
TOTAL JAVA	1,989,227	1,715,190	15.98%	3,601,117	3,649,822	-1.33%	20,008,216	20,451,484	-2.17%
SUMATRA	768,687	709,956	8.27%	1,276,897	1,355,525	-5.80%	7,306,740	7,836,953	-6.77%
KALIMANTAN	231,173	226,149	2.22%	391,557	362,349	8.06%	2,343,283	2,331,826	0.49%
SULAWESI	343,727	322,472	6.59%	558,742	518,181	7.83%	3,019,743	2,946,775	2.48%
NUSA TENGGARA	290,747	265,135	9.66%	345,010	403,946	-14.59%	2,142,176	2,075,621	3.21%
INDONESIA TIMUR	115,188	78,425	46.88%	146,346	133,343	9.75%	923,479	828,340	11.49%
TOTAL INDONESIA	3,738,748	3,317,328	12.70%	6,319,669	6,423,167	-1.61%	35,743,638	36,470,998	-1.99%
EXPORT SEMEN	68,625	158,847	-56.80%	112,210	157,757	-28.87%	660,715	852,021	-22.45%
EXPORT KLINKER	215,940	441,573	-51.10%	614,696	351,562	74.85%	2,874,639	2,318,561	23.98%
TOTAL EXPORT	284,565	600,421	-52.61%	726,906	509,318	42.72%	3,535,354	3,170,581	11.50%
GRAND TOTAL	4,023,313	3,917,749	2.69%	7,046,575	6,932,486	1.65%	39,278,992	39,641,580	-0.91%