

Sales Volume August 2019

Semen Indonesia Group Sales Volume

	JULY			AUGUST			Year to Date		
	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)
Semen Indonesia									
Domestic	2,353,795	2,505,014	-6.04%	2,465,795	2,597,844	-5.08%	15,957,848	16,926,369	-5.72%
Export	352,556	272,163	29.54%	323,101	306,117	5.55%	2,202,208	2,081,480	5.80%
	2,706,352	2,777,178	-2.55%	2,788,895	2,903,960	-3.96%	18,160,057	19,007,849	-4.46%
TLCC									
Domestic	122,640	126,586	-3.12%	125,019	147,788	-15.41%	855,082	1,091,039	-21.63%
Export	51,175	87,109	-41.25%	16,501	53,710	-69.28%	479,617	654,878	-26.76%
	173,814	213,694	-18.66%	141,520	201,498	-29.77%	1,334,699	1,745,917	-23.55%
Total Group (SMGR)	2,880,166	2,990,872	-3.70%	2,930,415	3,105,458	-5.64%	19,494,756	20,753,766	-6.07%
SBI (ex-Holcim)									
Domestic	940,551	979,953	-4.02%	932,689	967,099	-3.56%	6,329,113	6,500,542	-2.64%
Export	-	50,316	-100.00%	97,193	-	n/a	337,253	353,690	-4.65%
	940,551	1,030,269	-8.71%	1,029,882	967,099	6.49%	6,666,366	6,854,231	-2.74%
SMGR + SBI	3,820,717	2,990,872	27.75%	3,960,297	3,105,458	27.53%	25,219,754	20,753,766	21.52%

*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	JULY			AUGUST			YEAR TO DATE		
	2019	2018	+ (%)	2019	2018	+ (%)	2019	2018	+ (%)
JAKARTA	370,695	401,704	-7.72%	354,707	395,530	-10.32%	2,524,980	2,980,056	-15.27%
BANTEN	323,386	304,897	6.06%	294,059	321,037	-8.40%	2,113,025	2,076,975	1.74%
WEST JAVA	1,046,275	967,691	8.12%	1,020,686	996,855	2.39%	6,777,892	6,333,373	7.02%
CENTRAL JAVA	859,621	997,250	-13.80%	903,627	983,253	-8.10%	5,468,752	6,176,888	-11.46%
YOGYAKARTA	125,352	107,557	16.54%	109,036	110,159	-1.02%	937,723	710,937	31.90%
EAST JAVA	875,788	870,724	0.58%	849,298	885,755	-4.12%	5,717,256	5,865,844	-2.53%
TOTAL JAVA	3,601,117	3,649,822	-1.33%	3,531,413	3,692,589	-4.36%	23,539,628	24,144,073	-2.50%
SUMATRA	1,276,897	1,355,525	-5.80%	1,357,831	1,419,750	-4.36%	8,664,571	9,256,703	-6.40%
KALIMANTAN	391,557	362,349	8.06%	392,317	411,175	-4.59%	2,735,600	2,743,001	-0.27%
SULAWESI	558,742	518,181	7.83%	564,350	521,133	8.29%	3,584,093	3,467,908	3.35%
NUSA TENGGARA	345,010	403,946	-14.59%	344,862	352,933	-2.29%	2,487,039	2,428,553	2.41%
INDONESIA TIMUR	146,346	133,343	9.75%	132,525	135,261	-2.02%	1,056,004	963,600	9.59%
TOTAL INDONESIA	6,319,669	6,423,167	-1.61%	6,323,297	6,532,840	-3.21%	42,066,935	43,003,839	-2.18%
EXPORT SEMEN	112,210	157,757	-28.87%	160,058	106,087	50.87%	820,773	958,108	-14.33%
EXPORT KLINKER	614,696	351,562	74.85%	519,291	435,055	19.36%	3,393,930	2,753,616	23.25%
TOTAL EXPORT	726,906	509,318	42.72%	679,349	541,143	25.54%	4,214,703	3,711,724	13.55%
GRAND TOTAL	7,046,575	6,932,486	1.65%	7,002,646	7,073,983	-1.01%	46,281,638	46,715,563	-0.93%