

Sales Volume September 2019

Semen Indonesia Group Sales Volume

	AUGUST			SEPTEMBER			Year to Date		
	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)
	Semen Indonesia								
Domestic	2,465,795	2,597,844	-5.08%	2,703,180	2,695,520	0.28%	18,661,029	19,621,890	-4.90%
Export	323,101	306,117	5.55%	312,118	223,955	39.37%	2,514,326	2,305,435	9.06%
	2,788,895	2,903,960	-3.96%	3,015,298	2,919,475	3.28%	21,175,355	21,927,324	-3.43%
TLCC									
Domestic	125,019	147,788	-15.41%	114,228	134,394	-15.01%	969,310	1,225,433	-20.90%
Export	16,501	53,710	-69.28%	99,013	34,350	188.25%	578,630	689,228	-16.05%
	141,520	201,498	-29.77%	213,241	168,744	26.37%	1,547,940	1,914,661	-19.15%
Total Group (SMGR)	2,930,415	3,105,458	-5.64%	3,228,539	3,088,219	4.54%	22,723,295	23,841,985	-4.69%
SBI (ex-Holcim)									
Domestic	932,689	967,099	-3.56%	1,027,240	1,051,421	-2.30%	7,356,353	7,551,963	-2.59%
Export	97,193	-	n/a	31,616	36,299	-12.90%	368,869	389,989	-5.42%
	1,029,882	967,099	6.49%	1,058,856	1,087,721	-2.65%	7,725,223	7,941,952	-2.73%
SMGR + SBI	3,960,297	3,105,458	27.53%	4,287,396	3,088,219	38.83%	29,507,150	23,841,985	23.76%

*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	AUGUST			SEPTEMBER			YEAR TO DATE		
	2019	2018	+ (%)	2019	2018	+ (%)	2019	2018	+ (%)
JAKARTA	354,707	395,530	-10.32%	388,543	426,365	-8.87%	2,913,523	3,406,421	-14.47%
BANTEN	294,059	321,037	-8.40%	337,938	347,430	-2.73%	2,450,963	2,424,405	1.10%
WEST JAVA	1,020,686	996,855	2.39%	1,141,129	1,040,874	9.63%	7,919,021	7,374,248	7.39%
CENTRAL JAVA	903,627	983,253	-8.10%	930,149	1,012,953	-8.17%	6,398,900	7,189,841	-11.00%
YOGYAKARTA	109,036	110,159	-1.02%	119,297	109,467	8.98%	1,057,020	820,404	28.84%
EAST JAVA	849,298	885,755	-4.12%	920,487	914,829	0.62%	6,637,743	6,780,673	-2.11%
TOTAL JAVA	3,531,413	3,692,589	-4.36%	3,837,542	3,851,919	-0.37%	27,377,170	27,995,992	-2.21%
SUMATRA	1,357,831	1,419,750	-4.36%	1,396,301	1,464,391	-4.65%	10,060,872	10,721,095	-6.16%
KALIMANTAN	392,317	411,175	-4.59%	418,396	417,445	0.23%	3,153,996	3,160,446	-0.20%
SULAWESI	564,350	521,133	8.29%	567,707	562,192	0.98%	4,151,800	4,030,100	3.02%
NUSA TENGGARA	344,862	352,933	-2.29%	334,437	348,036	-3.91%	2,821,475	2,776,589	1.62%
INDONESIA TIMUR	132,525	135,261	-2.02%	186,976	132,946	40.64%	1,242,980	1,096,546	13.35%
TOTAL INDONESIA	6,323,297	6,532,840	-3.21%	6,741,358	6,776,928	-0.52%	48,808,293	49,780,767	-1.95%
EXPORT SEMEN	160,058	106,087	50.87%	134,165	165,236	-18.80%	954,938	1,123,344	-14.99%
EXPORT KLINKER	519,291	435,055	19.36%	385,950	272,318	41.73%	3,779,880	3,025,935	24.92%
TOTAL EXPORT	679,349	541,143	25.54%	520,115	437,555	18.87%	4,734,818	4,149,279	14.11%
GRAND TOTAL	7,002,646	7,073,983	-1.01%	7,261,473	7,214,483	0.65%	53,543,111	53,930,046	-0.72%