

# Sales Volume October 2019

## Semen Indonesia Group Sales Volume

|                           | SEPTEMBER        |                  |               | OCTOBER          |                  |               | Year to Date      |                   |                |
|---------------------------|------------------|------------------|---------------|------------------|------------------|---------------|-------------------|-------------------|----------------|
|                           | 2019             | 2018             | Chg YoY (%)   | 2019             | 2018             | Chg YoY (%)   | 2019              | 2018              | Chg YoY (%)    |
| <b>Semen Indonesia</b>    |                  |                  |               |                  |                  |               |                   |                   |                |
| Domestic                  | 2,703,180        | 2,695,520        | 0.28%         | 2,877,048        | 2,837,332        | 1.40%         | 21,538,077        | 22,459,222        | -4.10%         |
| Export                    | 312,118          | 223,955          | 39.37%        | 465,791          | 322,116          | 44.60%        | 2,980,118         | 2,627,550         | 13.42%         |
|                           | <b>3,015,298</b> | <b>2,919,475</b> | <b>3.28%</b>  | <b>3,342,839</b> | <b>3,159,448</b> | <b>5.80%</b>  | <b>24,518,194</b> | <b>25,086,772</b> | <b>-2.27%</b>  |
| <b>TLCC</b>               |                  |                  |               |                  |                  |               |                   |                   |                |
| Domestic                  | 114,228          | 134,394          | -15.01%       | 135,256          | 179,747          | -24.75%       | 1,104,566         | 1,405,180         | -21.39%        |
| Export                    | 99,013           | 34,350           | 188.25%       | 145,737          | 48,979           | 197.55%       | 724,367           | 738,207           | -1.87%         |
|                           | <b>213,241</b>   | <b>168,744</b>   | <b>26.37%</b> | <b>280,993</b>   | <b>228,726</b>   | <b>22.85%</b> | <b>1,828,933</b>  | <b>2,143,387</b>  | <b>-14.67%</b> |
| <b>Total Group (SMGR)</b> | <b>3,228,539</b> | <b>3,088,219</b> | <b>4.54%</b>  | <b>3,623,832</b> | <b>3,388,174</b> | <b>6.96%</b>  | <b>26,347,128</b> | <b>27,230,159</b> | <b>-3.24%</b>  |
| <b>SBI (ex-Holcim)</b>    |                  |                  |               |                  |                  |               |                   |                   |                |
| Domestic                  | 1,027,240        | 1,051,421        | -2.30%        | 1,120,939        | 1,109,968        | 0.99%         | 8,477,292         | 8,661,931         | -2.13%         |
| Export                    | 31,616           | 36,299           | -12.90%       | 31,616           | 32,410           | -2.45%        | 400,485           | 422,399           | -5.19%         |
|                           | <b>1,058,856</b> | <b>1,087,721</b> | <b>-2.65%</b> | <b>1,152,555</b> | <b>1,142,378</b> | <b>0.89%</b>  | <b>8,877,777</b>  | <b>9,084,330</b>  | <b>-2.27%</b>  |
| <b>SMGR + SBI</b>         | <b>4,287,396</b> | <b>3,088,219</b> | <b>38.83%</b> | <b>4,776,387</b> | <b>3,388,174</b> | <b>40.97%</b> | <b>34,283,537</b> | <b>27,230,159</b> | <b>25.90%</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                   | SEPTEMBER        |                  |               | OCTOBER          |                  |               | YEAR TO DATE      |                   |               |
|------------------------|------------------|------------------|---------------|------------------|------------------|---------------|-------------------|-------------------|---------------|
|                        | 2019             | 2018             | + (%)         | 2019             | 2018             | + (%)         | 2019              | 2018              | + (%)         |
| JAKARTA                | 388,543          | 426,365          | -8.87%        | 437,055          | 440,133          | -0.70%        | 3,350,578         | 3,846,554         | -12.89%       |
| BANTEN                 | 337,938          | 347,430          | -2.73%        | 342,263          | 404,680          | -15.42%       | 2,793,226         | 2,829,085         | -1.27%        |
| WEST JAVA              | 1,141,129        | 1,040,874        | 9.63%         | 1,257,620        | 1,100,275        | 14.30%        | 9,176,641         | 8,474,522         | 8.29%         |
| CENTRAL JAVA           | 930,149          | 1,012,953        | -8.17%        | 995,333          | 1,021,348        | -2.55%        | 7,394,233         | 8,211,189         | -9.95%        |
| YOGYAKARTA             | 119,297          | 109,467          | 8.98%         | 128,140          | 133,311          | -3.88%        | 1,185,160         | 953,714           | 24.27%        |
| EAST JAVA              | 920,487          | 914,829          | 0.62%         | 994,489          | 985,971          | 0.86%         | 7,632,233         | 7,766,644         | -1.73%        |
| <b>TOTAL JAVA</b>      | <b>3,837,542</b> | <b>3,851,919</b> | <b>-0.37%</b> | <b>4,154,900</b> | <b>4,085,716</b> | <b>1.69%</b>  | <b>31,532,070</b> | <b>32,081,708</b> | <b>-1.71%</b> |
| SUMATRA                | 1,396,301        | 1,464,391        | -4.65%        | 1,461,036        | 1,533,006        | -4.69%        | 11,521,908        | 12,254,100        | -5.98%        |
| KALIMANTAN             | 418,396          | 417,445          | 0.23%         | 432,572          | 451,837          | -4.26%        | 3,586,567         | 3,612,283         | -0.71%        |
| SULAWESI               | 567,707          | 562,192          | 0.98%         | 661,453          | 558,166          | 18.50%        | 4,813,253         | 4,588,265         | 4.90%         |
| NUSA TENGGARA          | 334,437          | 348,036          | -3.91%        | 444,057          | 392,129          | 13.24%        | 3,265,533         | 3,168,717         | 3.06%         |
| INDONESIA TIMUR        | 186,976          | 132,946          | 40.64%        | 177,649          | 167,327          | 6.17%         | 1,420,628         | 1,263,873         | 12.40%        |
| <b>TOTAL INDONESIA</b> | <b>6,741,358</b> | <b>6,776,928</b> | <b>-0.52%</b> | <b>7,331,667</b> | <b>7,188,181</b> | <b>2.00%</b>  | <b>56,139,960</b> | <b>56,968,948</b> | <b>-1.46%</b> |
| EXPORT SEMEN           | 134,165          | 165,236          | -18.80%       | 72,295           | 139,559          | -48.20%       | 1,027,233         | 1,262,903         | -18.66%       |
| EXPORT KLINKER         | 385,950          | 272,318          | 41.73%        | 587,218          | 320,912          | 82.98%        | 4,367,098         | 3,346,847         | 30.48%        |
| <b>TOTAL EXPORT</b>    | <b>520,115</b>   | <b>437,555</b>   | <b>18.87%</b> | <b>659,513</b>   | <b>460,471</b>   | <b>43.23%</b> | <b>5,394,331</b>  | <b>4,609,750</b>  | <b>17.02%</b> |
| <b>GRAND TOTAL</b>     | <b>7,261,473</b> | <b>7,214,483</b> | <b>0.65%</b>  | <b>7,991,180</b> | <b>7,648,652</b> | <b>4.48%</b>  | <b>61,534,291</b> | <b>61,578,697</b> | <b>-0.07%</b> |