

Sales Volume November 2019

Semen Indonesia Group Sales Volume

	OCTOBER			NOVEMBER			Year to Date		
	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)
Semen Indonesia									
Domestic	2,877,048	2,837,332	1.40%	2,718,007	2,593,306	4.81%	24,256,084	25,052,528	-3.18%
Export	465,791	322,116	44.60%	461,806	250,130	84.63%	3,441,924	2,877,681	19.61%
	3,342,839	3,159,448	5.80%	3,179,814	2,843,437	11.83%	27,698,008	27,930,209	-0.83%
TLCC									
Domestic	135,256	179,747	-24.75%	130,142	137,261	-5.19%	1,234,708	1,542,441	-19.95%
Export	145,737	48,979	197.55%	21,346	69,600	-69.33%	745,714	807,807	-7.69%
	280,993	228,726	22.85%	151,489	206,861	-26.77%	1,980,422	2,350,248	-15.74%
Total Group (SMGR)	3,623,832	3,388,174	6.96%	3,331,302	3,050,297	9.21%	29,678,430	30,280,457	-1.99%
SBI (ex-Holcim)									
Domestic	1,120,939	1,109,968	0.99%	1,035,882	1,020,882	1.47%	9,513,174	9,682,812	-1.75%
Export	31,616	32,410	-2.45%	31,616	39,535	-20.03%	432,101	461,934	-6.46%
	1,152,555	1,142,378	0.89%	1,067,498	1,060,417	0.67%	9,945,275	10,144,747	-1.97%
SMGR + SBI	4,776,387	3,388,174	40.97%	4,398,800	3,050,297	44.21%	38,682,338	30,280,457	27.75%

*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	OCTOBER			NOVEMBER			YEAR TO DATE		
	2019	2018	+ (%)	2019	2018	+ (%)	2019	2018	+ (%)
JAKARTA	437,055	440,133	-0.70%	414,071	390,544	6.02%	3,764,649	4,237,097	-11.15%
BANTEN	342,263	404,680	-15.42%	341,032	340,241	0.23%	3,134,257	3,169,326	-1.11%
WEST JAVA	1,257,620	1,100,275	14.30%	1,148,198	976,829	17.54%	10,324,839	9,451,351	9.24%
CENTRAL JAVA	995,333	1,021,348	-2.55%	917,431	896,112	2.38%	8,311,664	9,107,301	-8.74%
YOGYAKARTA	128,140	133,311	-3.88%	113,154	124,832	-9.36%	1,298,314	1,078,546	20.38%
EAST JAVA	994,489	985,971	0.86%	937,167	904,239	3.64%	8,569,400	8,670,883	-1.17%
TOTAL JAVA	4,154,900	4,085,716	1.69%	3,871,053	3,632,796	6.56%	35,403,123	35,714,505	-0.87%
SUMATRA	1,461,036	1,533,006	-4.69%	1,484,847	1,367,930	8.55%	13,006,755	13,622,031	-4.52%
KALIMANTAN	432,572	451,837	-4.26%	426,507	416,562	2.39%	4,013,075	4,028,845	-0.39%
SULAWESI	661,453	558,166	18.50%	664,182	542,780	22.37%	5,477,435	5,131,045	6.75%
NUSA TENGGARA	444,057	392,129	13.24%	461,468	350,336	31.72%	3,727,001	3,519,054	5.91%
INDONESIA TIMUR	177,649	167,327	6.17%	184,927	161,025	14.84%	1,605,556	1,424,898	12.68%
TOTAL INDONESIA	7,331,667	7,188,181	2.00%	7,092,985	6,471,429	9.60%	63,232,945	63,440,377	-0.33%
EXPORT SEMEN	72,295	139,559	-48.20%	129,621	138,079	-6.13%	1,156,854	1,400,982	-17.43%
EXPORT KLINKER	587,218	320,912	82.98%	518,733	423,871	22.38%	4,885,831	3,770,718	29.57%
TOTAL EXPORT	659,513	460,471	43.23%	648,354	561,950	15.38%	6,042,685	5,171,700	16.84%
GRAND TOTAL	7,991,180	7,648,652	4.48%	7,741,339	7,033,380	10.07%	69,275,630	68,612,077	0.97%