

Sales Volume December 2019

Semen Indonesia Group Sales Volume

	NOVEMBER			DECEMBER			Year to Date		
	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)
Semen Indonesia									
Domestic	2,718,007	2,593,306	4.81%	2,563,581	2,368,972	8.21%	26,819,665	27,421,500	-2.19%
Export	461,806	250,130	84.63%	218,678	297,045	-26.38%	3,660,602	3,174,726	15.30%
	3,179,814	2,843,437	11.83%	2,782,259	2,666,017	4.36%	30,480,267	30,596,226	-0.38%
TLCC									
Domestic	130,142	137,261	-5.19%	121,075	140,676	-13.93%	1,355,784	1,683,117	-19.45%
Export	21,346	69,600	-69.33%	113,862	84,000	35.55%	859,575	891,807	-3.61%
	151,489	206,861	-26.77%	234,937	224,676	4.57%	2,215,359	2,574,924	-13.96%
Total Group (SMGR)	3,331,302	3,050,297	9.21%	3,017,196	2,890,693	4.38%	32,695,626	33,171,149	-1.43%
SBI (ex-Holcim)									
Domestic	1,035,882	1,020,882	1.47%	912,741	947,765	-3.70%	10,425,915	10,630,577	-1.93%
Export	31,616	39,535	-20.03%	-	39,600	-100.00%	432,101	501,534	-13.84%
	1,067,498	1,060,417	0.67%	912,741	987,365	-7.56%	10,858,017	11,132,112	-2.46%
SMGR + SBI	4,398,800	3,050,297	44.21%	3,929,937	2,890,693	35.95%	42,612,275	33,171,149	28.46%

*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	NOVEMBER			DECEMBER			YEAR TO DATE		
	2019	2018	+ (%)	2019	2018	+ (%)	2019	2018	+ (%)
JAKARTA	414,071	390,544	6.02%	361,482	358,105	0.94%	4,126,131	4,595,202	-10.21%
BANTEN	341,032	340,241	0.23%	319,082	302,472	5.49%	3,453,340	3,471,799	-0.53%
WEST JAVA	1,148,198	976,829	17.54%	1,042,249	903,451	15.36%	11,367,088	10,354,802	9.78%
CENTRAL JAVA	917,431	896,112	2.38%	803,181	781,360	2.79%	9,114,845	9,888,661	-7.83%
YOGYAKARTA	113,154	124,832	-9.36%	93,480	127,794	-26.85%	1,391,794	1,206,340	15.37%
EAST JAVA	937,167	904,239	3.64%	871,179	822,144	5.96%	9,440,579	9,493,027	-0.55%
TOTAL JAVA	3,871,053	3,632,796	6.56%	3,490,654	3,295,325	5.93%	38,893,777	39,009,830	-0.30%
SUMATRA	1,484,847	1,367,930	8.55%	1,355,113	1,402,432	-3.37%	14,361,868	15,024,463	-4.41%
KALIMANTAN	426,507	416,562	2.39%	441,810	390,594	13.11%	4,454,884	4,419,438	0.80%
SULAWESI	664,182	542,780	22.37%	620,670	507,777	22.23%	6,098,105	5,638,822	8.15%
NUSA TENGGARA	461,468	350,336	31.72%	425,356	335,005	26.97%	4,152,357	3,854,058	7.74%
INDONESIA TIMUR	184,927	161,025	14.84%	208,889	169,544	23.21%	1,814,445	1,594,442	13.80%
TOTAL INDONESIA	7,092,985	6,471,429	9.60%	6,542,492	6,100,677	7.24%	69,775,437	69,541,054	0.34%
EXPORT SEMEN	129,621	138,079	-6.13%	117,739	137,447	-14.34%	1,274,593	1,538,429	-17.15%
EXPORT KLINKER	518,733	423,871	22.38%	204,227	382,237	-46.57%	5,090,058	4,152,955	22.56%
TOTAL EXPORT	648,354	561,950	15.38%	321,966	519,684	-38.05%	6,364,651	5,691,384	11.83%
GRAND TOTAL	7,741,339	7,033,380	10.07%	6,864,458	6,620,361	3.69%	76,140,088	75,232,438	1.21%

*One player not updated yet in December 2019