



Q1
2020

FINANCIAL

HIGHLIGHTS

PT SEMEN INDONESIA
(PERSERO) TBK.

DEPARTMENT OF INVESTOR RELATIONS
INVESTOR.RELATIONS@SIG.ID
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PT Semen Indonesia (Persero) Tbk.

JSX : SMGR
Reuters : SMGR.JK
Bloomberg : SMGR.IJ

MARKET CAPITALIZATION

IDR 50,862,784,000,000
as of May 14, 2020

ISSUED SHARES

5,931,520,000

SHARE PRICE

Jan 02 2020	IDR 12.200
Mar 31 2020	IDR 7.625
High/Low	IDR 13.050/5.875

SHAREHOLDERS

Indonesian Government	51.01%
Public	48.99%

BOARD OF DIRECTORS**PRESIDENT DIRECTOR**

Hendi Prio Santoso

**DIRECTOR OF MARKETING &
SUPPLY CHAIN**

Adi Munandir

DIRECTOR OF FINANCE

Doddy Sulasmono Diniawan

DIRECTOR OF PRODUCTION

Benny Wendry

**DIRECTOR OF BUSINESS STRATEGY
& DEVELOPMENT**

Fadjar Judisiawan

**DIRECTOR OF ENGINEERING &
PROJECTS**

Tri Abdisatrijo

**DIRECTOR OF HUMAN CAPITAL &
LEGAL**

Tina T. Kemala Intan

FINANCIAL SUMMARY

in billion IDR	Q1 2020	Q1 2019	Growth
Revenue	8,580	8,127	5.6%
Cost Revenue	5,876	5,913	-0.6%
Gross Profit	2,704	2,214	22.2%
Operating Expense	1,430	1,122	27.5%
Pre-tax Profit	713	454	56.9%
EBITDA	2,022	1,611	25.5%
Net Profit Attributable to Owners of Parent Entity	446	268	66.5%
Earning per Share (Rp)	75	45	66.7%

PT Semen Indonesia (Persero) Tbk (“SMGR” or “the Company”) has announced its unaudited consolidated financial statements for the three months period ending in March 2020. The Company recorded a revenue of IDR 8.58 trillion and an EBITDA of IDR 2.0 trillion for said period. Net Profit Attributable to Parent Entity was recorded at IDR 446 billion. The unaudited financial statements were prepared in accordance with the Indonesian Generally Accepted Accounting Principles.

PERFORMANCE REVIEW

Sales Volume

	Q1 2020	Q1 2019	Growth
Indonesia	7,872,294	7,518,380	4.7%
Export	1,020,607	828,685	23.2%
Total Volume from Indonesia	8,892,902	8,347,064	6.5%
Vietnam			
Domestic	303,722	252,246	20.4%
Export	172,429	153,150	12.6%
Total Volume from Vietnam	476,150	405,396	17.5%
Total Volume	9,369,052	8,752,460	7.0%

SMGR’s total sales volume in the 1st quarter of 2020 reached 9.4 mt, up by 7.0% YoY. The Company’s domestic sales volume in Indonesia up to March 2020 increased by 4.7% YoY to 7.9 mt, which was higher compared to the domestic market that declined 4.9% YoY, mainly due to the consolidation of PT Solusi Bangun Indonesia Tbk (SBI) numbers since February 2019. Our sales from the facilities in Vietnam increased 17.5% compared to the same period of last year, with domestic sales increasing 20.4% and exports increasing 12.6%.

Revenue

The Company's Revenue in the 1st quarter of 2020 reached IDR 8.58 trillion, up 5.6% YoY from IDR 8.13 trillion in Q1'19. This growth is in line with the increase of the Company's sales volume, which grew 0.6 mt from 8.8 mt in the 1st quarter of 2019 to 9.4 mt in the 1st quarter of 2020.

Cost of Revenue & Operating Expenses

The Cost of Revenue in the 1st quarter of 2020 was IDR 5.88 trillion, or 0.6% lower YoY compared to the same period of last year. SMGR was able to maintain a lower cost of revenue due to the cost transformation initiatives that the Company has implemented since 2018. Additionally, the acquisition of SBI also enabled the Company to carry out considerable cost cutting measures in distribution cost as the Company applied cross-bagging and 'least-cost-to serve' methods for its operations. Furthermore, as SBI no longer has any obligation to pay Transitional Service and License fee under Transitional Service and License Agreement with Holcim Service Limited and Holcim Technology Ltd, SMGR as a group was able to incur some amount of savings.

Operating Expenses (excluding other operating expense/income) went up 34.2% from IDR 1.15 trillion in the 1st quarter of 2019 to IDR 1.55 trillion in the 1st quarter of 2020, mainly due to the consolidation of SBI which was started in February 2019. Depreciation under Operating Expense also increased quite significant related to the Purchase Price Allocation to allocate the purchase price of SBI to its assets and liabilities based on their fair value on the acquisition date.

Profitability

Gross Profit experienced an enjoyable 22.2% increase from IDR 2.21 trillion in the 1st quarter of 2019 to IDR 2.70 trillion in the 1st quarter of 2020, whereby Gross Margin increased 4.3% to 31.5% in the 1st quarter of 2020. Similarly, EBITDA in the 1st quarter of 2020 increased by IDR 411 billion YoY to be IDR 2.02 trillion, while EBITDA Margin also enjoyed a 3.7% increase YoY to be 23.6% in the 1st quarter of 2020. Net Profit Attributable to Parent Entity also experienced an increase from IDR 268 billion in the 1st quarter of 2019 to IDR 446 billion in the 1st quarter of 2020, with Net Profit Margin increasing 1.9% to be 5.2% in the 1st quarter of 2020.

Financial Position

in billion IDR	YoY		
	31-Mar-20	31-Dec-19	Growth
Assets	79,284	79,807	-0.7%
Liabilities	42,568	43,915	-3.1%
Temporary Syirkah Fund	1,996	2,000	-0.2%
Equity	34,720	33,892	2.4%

Total Assets as of March 2020 was IDR 79.28 trillion, a slight decrease of 0.7% compared to the position of 31 December 2019, due to decrease in Cash and Cash Equivalent of IDR 0.72 trillion related to the repayment of the Company debts that are due in this period.

Total Liabilities decreased by 3.1%, mainly due to the decrease in current maturities of long term bank loans of IDR 1.74 trillion, which was also related to the repayment of the Company's debt that has been done during the 1st quarter of 2020.

Cash Flow

in billion IDR	YoY		
	1Q 2020	1Q 2019	Growth
Cash Flows from Operating Activities	1,098	464	136.6%
Cash Flow from Investing Activities	(361)	(13,024)	-97.2%
Cash Flows from Financing Activities	(1,453)	13,362	-110.9%
Net Increase (Decrease) in Cash & Cash Equivalents	(716)	(803)	-10.9%
Cash & Cash Equivalents at Beginning of Year	3,950	5,246	-24.7%
Cash & Cash Equivalents at End of Year	3,235	6,049	-46.5%

Cash Flow from Operating Activities increased substantially from IDR 0.46 trillion in the 1st quarter of 2019 to IDR 1.10 trillion in the 1st quarter of 2020, up 136.6% YoY.

Cash Flow from Investing Activities was 97.2% lower in the 1st quarter of 2020 compared to the same period last year where most of the cash for investment in 1st quarter 2019 was for the SBI acquisition.

Cash Flow from Financing Activities in the 1st quarter of 2020 was IDR 1.45 trillion, mainly for the repayment of long term bank loans which were due in that period.

Debts

in billion IDR	YoY		
	31-Mar-20	31-Dec-19	Growth
Short Term	1,985	3,292	-39.7%
Long Term	24,692	24,750	-0.2%
Temporary Syirkah Fund	1,996	2,000	-0.2%
Total	28,673	30,042	-4.6%

Total Interest Bearing Debt decreased 4.6% from IDR 30.04 trillion in 31 December 2019 to 28.67 trillion in 31st March 2020. This is mainly related to the repayment of long term bank loan which due within the 1st quarter of 2020.

Gearing Ratios

Description	YoY		
	31-Mar-20	31-Dec-19	Growth
Net Debt to Equity (x)	0.77	0.81	(0.04)
Net Debt to EBITDA (x)	2.79	3.00	(0.21)
Interest Coverage (x)	3.32	2.71	0.61

Net Debt to Equity in March 2020 was 0.04x lower compared to 31st December 2019 position. Meanwhile, Net Debt to EBITDA decreased 0.21x in March 2020 from December 2019 due to lower Net Debt and higher last 12 months EBITDA. Interest Coverage was 0.61x higher in the 1st quarter of 2020 compared to 2019 due to lower interest expense as the result of the refinancing program the Company carried out in May and July 2019.