



# Corporate Presentation

*July 2019*

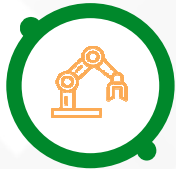
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## Company Profile



### Company Name

PT. Semen Indonesia (Persero) Tbk



### Nature of Business

Cement Industry



### Factory Locations

Indonesia and Vietnam.

### Market Locations

Asia, Australia, and Pacific



### Shareholders

**51,01%** Government of Indonesia

**48,99%** Public

## Facts

**53 Million** tones p.a of designed cement production capacity

**#1** the largest cement producer in ASEAN

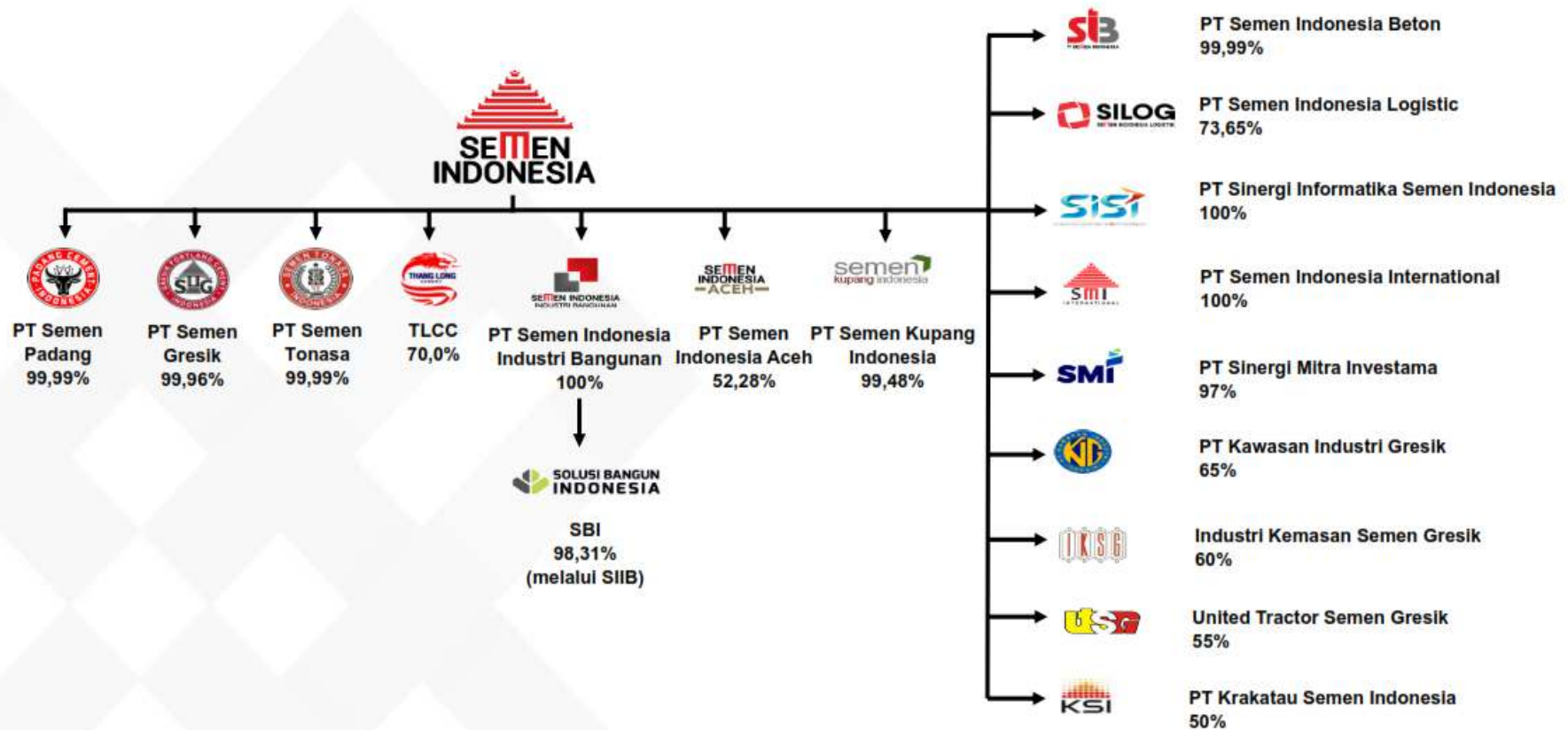
**54%** Market Share di Indonesia (Up to October 2019)

**9 Integrated cement plants** in **7 locations** in Indonesia and **1** in Vietnam

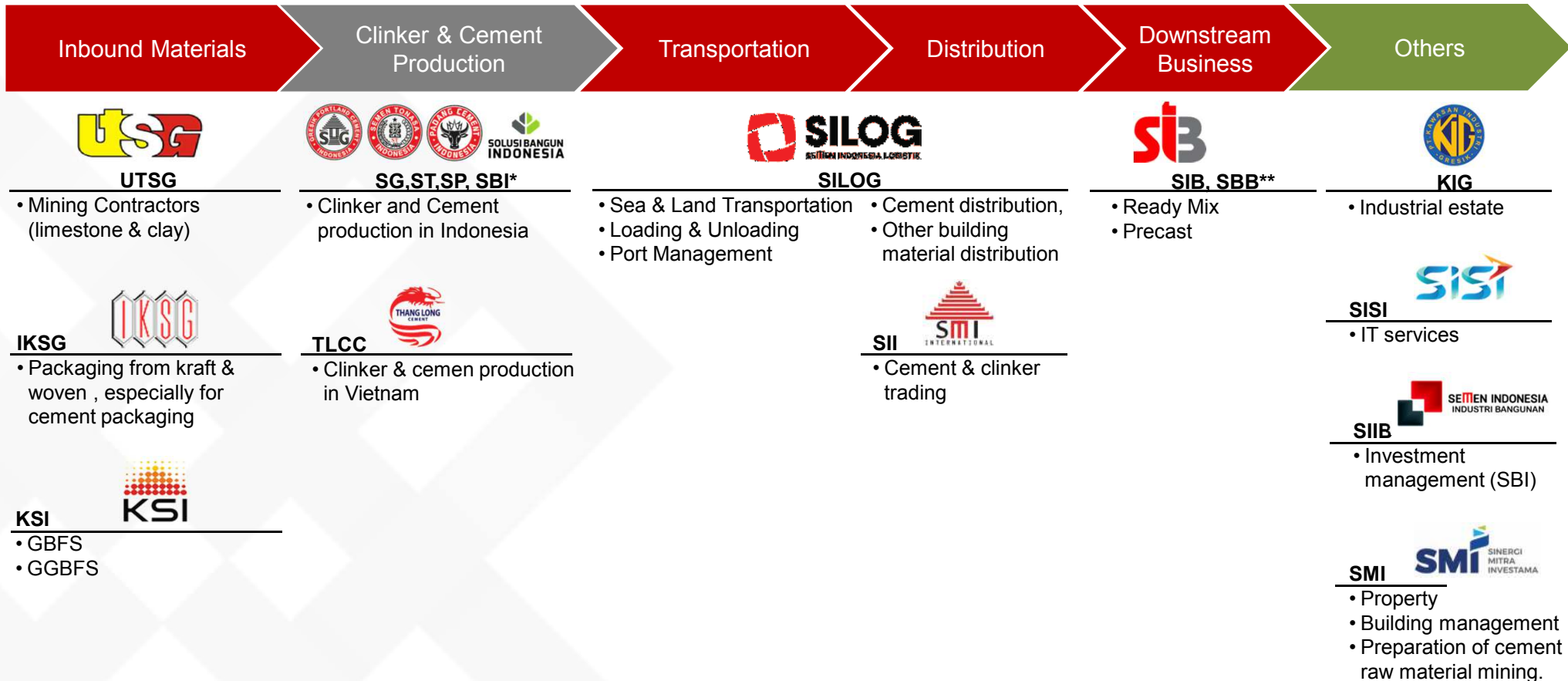
## Milestones

1. PT Semen Indonesia (Persero) Tbk, previously known as PT Semen Gresik (Persero) Tbk., established on 7 Agustus 1957.
2. Publicly listed in IDX since 1991.
3. Consolidated with PT Semen Padang (Persero) and PT Semen Tonasa (Persero) on 1995.
4. Acquired Thang Long Cement Company (TLCC) Vietnam on 2012.
5. Acquired PT Holcim Indonesia on 2019.

## SMGR Subsidiaries



## SEMENT INDONESIA GROUP



Notes:

\* Subsidiary under SIIB,

\*\* Subsidiary under SBI

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# Board of Management

**Soekarwo**  
Chairman  
RUPS 22 Mei 2019

**Lydia Silvanna Djaman**  
Commissioner  
AGMS 22 May 2019

**Hendrika Nora OS**  
Commissioner  
AGMS 30 April 2018

**Hendi Prio Santoso**  
President Director  
AGMS 15 September 2017

**Fadjar Judisiawan**  
Director of Business  
Strategy & Development  
AGMS 15 September 2017

**Doddy Sulasmono D**  
Director of Finance  
AGMS 15 September 2017



**Nasarudin Umar**  
Independent  
Commissioner  
AGMS 31 March 2017

**Benny Wendry**  
Director of Production  
AGMS 15 September 2017

**Adi Munandir**  
Director of Marketing &  
Supply Chain  
AGMS 30 April 2018

**Mochamad Choliq**  
Independent  
Commissioner  
AGMS 30 April 2018

**Sony Subrata**  
Commissioner  
AGMS 23 January 2015

**Astera Primanto**  
Commissioner  
AGMS 31 March 2017

**Tri Abdisatrijo**  
Director of Engineering &  
Project  
AGMS 15 September 2017

**Tina T Kemala Intan**  
HR & Legal Director  
AGMS 22 Mei 2019

## Board of Commissioners

## Board of Directors

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# Experienced Board of Management



## PRESIDENT DIRECTOR

### HENDI PRIO SANTOSO

Born in Jakarta, February 5, 1967

Double Major: Bachelor of Business Administration in University of Houston and Economics in University of Texas, USA

#### Career History:

- Director of Investment Banking at JP Morgan Securities Indonesia (2004-2007)
- Director of Finance at PT PGN (Persero) Tbk (2007-2008)
- President Director of PT PGN (Persero) Tbk (2008-2017)



## DIRECTOR OF MARKETING AND SUPPLY CHAIN

### ADI MUNANDIR

Born in Sukabumi, July 10, 1981

Bachelor in Electrical Power Engineering from Universitas Indonesia

Master in Strategic Management from Universitas Indonesia

#### Career History:

- President Commissioner at PT Solusi Energy Nusantara
- Commissioner at PT Nusantara Regas
- Executive Officer - Strategic Management Office PT PGN (2013-2015)
- Head of Strategic Management Division at PT PGN (Persero) Tbk (2015-2016)
- Head of Marketing at PT PGN (Persero) Tbk (2016- 2017)



## DIRECTOR OF HR AND LEGAL

**TINA T.**, Born in Subang, September 23, 1959

Bachelor in Psychology from Universitas Padjadjaran

#### Career History:

- Head of HR at Corruption Eradication Commission (KPK) (2005-2010)
- SVP Organization Development at PT Merpati Nusantara (2010-2012)
- HR Expert at USAID-AIPJ (2012-2013)
- HR Expert at GIZ Germany (2014)
- UNDP (2015-2016)



## DIRECTOR OF PRODUCTION

### BENNY WENDRY

Born in Padang, May 1, 1969

Bachelor in Chemical Engineering from Institut Teknologi Bandung

Master in Management from Universitas Gadjah Mada

#### Career History:

- Commercial Director at PT Semen Padang (2011- 2014)
- Finance Director at PT Semen Padang (2014)
- President Director at PT Semen Padang (2014-2017)



## DIRECTOR OF STRATEGIC BUSINESS AND ENTERPRISE DEVELOPMENT

### FADJAR JUDISIAWAN

Born in Surabaya, May 09, 1971

Bachelor in Industrial Engineering from Institut Teknologi Sepuluh Nopember

Master in Management from Universitas Gadjah Mada

#### Career History:

- Assistant Deputy for Construction Services of the Ministry of SOEs (2014-2015)
- Assistant Deputy of Construction Business, Transportation Facilities and Infrastructure of the Ministry of SOE (2015-2017)
- Deputy of Construction Business, Transportation Facilities and Infrastructure of the Ministry of SOE (2017)
- Finance Director at PT Semen Indonesia (Persero) Tbk (2017-2018)



## DIRECTOR OF FINANCE

### DODDY SULASMONO DINIAWAN

Born on February 27, 1967

Bachelor in Management Economics from Universitas Katolik Parahyangan

Master of Financial Management from Universitas Padjadjaran

#### Career History:

- Executive Vice President – Division Head of Corporate Business Risk of PT BNI (Persero) Tbk (2015-2016).
- Executive Vice President – CEO Jakarta Kota Region Office PT BNI (Persero) Tbk (2016)
- Director of Finance And Human Resources PT Rekayasa Industri (2016-2017)
- Director of Business Strategy and Business Development of PT Semen Indonesia (Persero) Tbk. (2017-2018)



## DIRECTOR OF ENGINEERING AND PROJECT

### TRI ABDISATRIJO

Born in Situbondo, September 05, 1967

Bachelor in Chemical Engineering from Institut Teknologi Sepuluh Nopember

#### Career History:

- GM of Project Specialist OOTC at PT Semen Indonesia (Persero) Tbk (2013-2014)
- GM of Energy, Materials and Environment at PT Semen Indonesia (Persero) Tbk (2014)
- Commercial Director at PT Semen Tonasa (2014-2017)



# Indonesia Cement Players



## Installed Capacity

- 35.5 Semen Indonesia**
- 25.5 Indocement**
- 15.5 Solusi Bangun Indonesia (ex-Holcim)**
  - 8.7 Conch Cement Indonesia
  - 7.7 Semen Merah Putih (Cemindo Gemilang)
  - 7.4 Semen Bosowa
  - 3.9 Semen Baturaja
  - 1.8 Semen Garuda (Jui Shin Indonesia)
  - 1.8 Semen Jawa (Siam Cement Group)
  - 1.8 Semen Bima (PT STAR)
  - 0.4 Semen Kupang
  - 3.1 Others (non ASI members)

Total 2019:  
**113.1 Mio Ton**

						2018
<u>Design Capacity</u>	<u>Production Volume</u>	<u>Domestic Growth</u>	<u>Domestic Utilization</u>	<u>Supply</u>		
111.1 MT (2018)	75.1 MT (2018)	4.80%	70%*	Domestic: 69.5 MT	Export: 5.6 MT	
113.1 MT (2019)						

\*Based on Indonesia Cement Association recorded national capacity and production volume 2018

10. *Journal of the American Medical Association*, 2000; 283: 2689-2696.

**CAGR Bulk: 13.1%**  
**CAGR Bag: 5%**

Year	Bag Vol	Bulk Vol	Growth Bag	Growth Bulk	Bulk Portion
2009	32.8	12.2	1.2	1.2	27.0%
2010	37.2	14.5	1.5	1.5	28.0%
2011	39.2	16.9	1.9	1.9	29.0%
2012	44.1	18.2	2.2	2.2	30.0%
2013	45.7	16.8	1.8	1.8	31.0%
2014	47.5	14.5	1.5	1.5	32.0%
2015	46.8	14.8	1.8	1.8	33.0%
2016	49.4	16.9	2.2	2.2	34.0%
2017	22.8	6.6	0.6	0.6	35.0%
1H19	22.8	6.6	0.6	0.6	35.0%

Year	Number of people
2010	86
2011	114
2012	146
2013	184
2014	178
2015	290
2016	317
2017	388
2018	410
2019	420

Category	Percentage
BAG	73.66%
BULK	26.34%

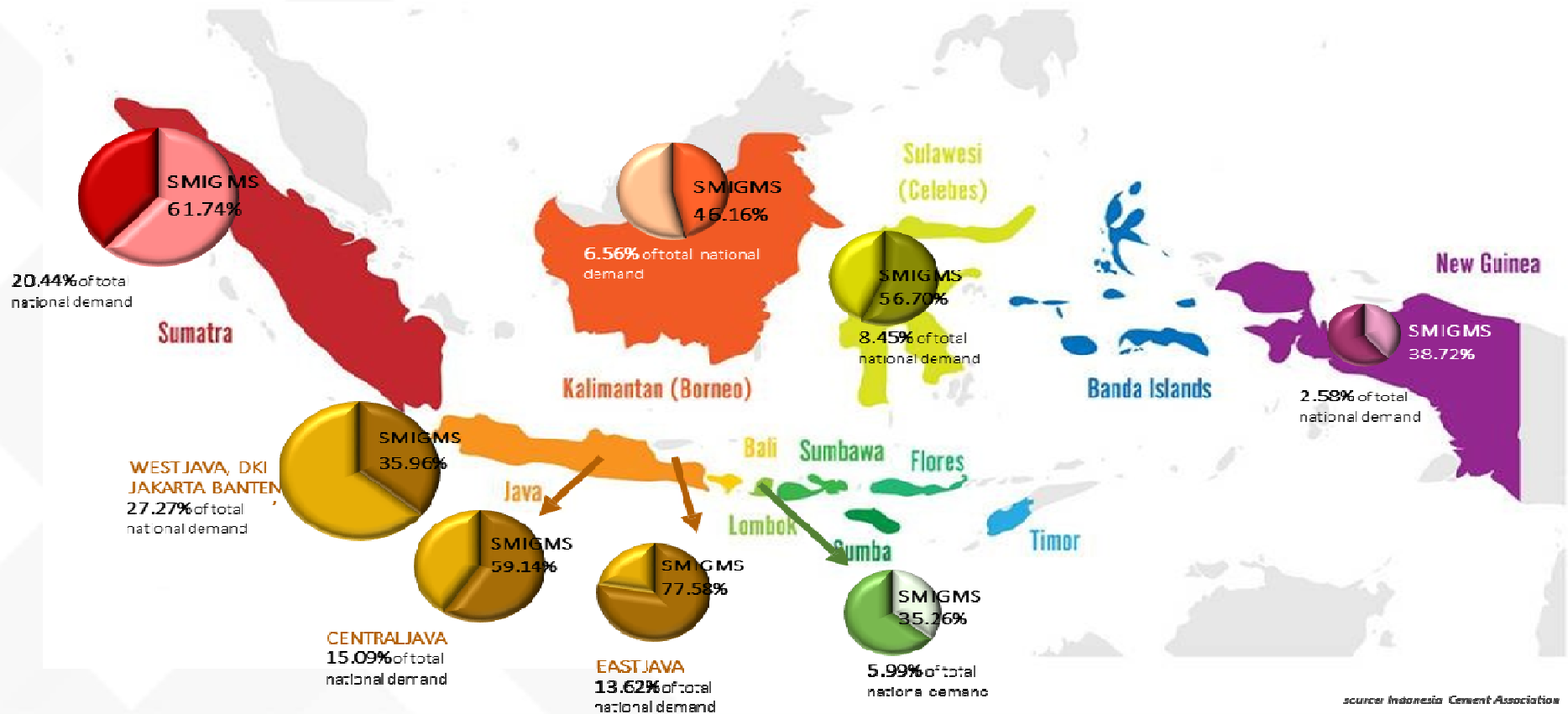
**CAGR: 6.6%**

Year	Outside Java (M\$)	Java (M\$)	Growth (%)
2010	18.9	21.9	19.6
2011	21.5	26.5	17.6
2012	24.6	30.3	14.4
2013	25.3	32.6	5.5
2014	26.2	33.7	3.5
2015	27.5	34.5	3.5
2016	28.2	33.4	0.6
2017	28.9	37.4	7.6
2018	30.5	39.0	4.8

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## Market by Geography up to July 2019





# Sales Volume July 2019

## Semen Indonesia Group Sales Volume

	JUNE			JULY			Year to Date		
	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)	2019	2018	Chg YoY (%)
<b>Semen Indonesia</b>									
Domestic	1,367,174	1,283,965	6.48%	2,353,795	2,505,014	-6.04%	13,492,054	14,328,526	-5.84%
Export	148,857	287,798	-48.28%	352,556	272,163	29.54%	1,879,108	1,775,363	5.84%
	<b>1,516,030</b>	<b>1,571,763</b>	<b>-3.55%</b>	<b>2,706,352</b>	<b>2,777,178</b>	<b>-2.55%</b>	<b>15,371,162</b>	<b>16,103,889</b>	<b>-4.55%</b>
<b>TLCC</b>									
Domestic	117,448	133,487	-12.01%	122,640	126,586	-3.12%	730,064	943,251	-22.60%
Export	102,490	82,442	24.32%	51,175	87,109	-41.25%	463,115	601,168	-22.96%
	<b>219,939</b>	<b>215,928</b>	<b>1.86%</b>	<b>173,814</b>	<b>213,694</b>	<b>-18.66%</b>	<b>1,193,179</b>	<b>1,544,419</b>	<b>-22.74%</b>
<b>Total Group (SMGR)</b>	<b>1,735,969</b>	<b>1,787,692</b>	<b>-2.89%</b>	<b>2,880,166</b>	<b>2,990,872</b>	<b>-3.70%</b>	<b>16,564,340</b>	<b>17,648,308</b>	<b>-6.14%</b>
<b>SBI (ex-Holcim)</b>									
Domestic	533,922	516,362	3.40%	940,551	979,953	-4.02%	5,396,424	5,533,443	-2.48%
Export	31,613	16,443	92.26%	-	50,316	-100.00%	240,060	353,690	-32.13%
	<b>565,535</b>	<b>532,805</b>	<b>6.14%</b>	<b>940,551</b>	<b>1,030,269</b>	<b>-8.71%</b>	<b>5,636,484</b>	<b>5,887,133</b>	<b>-4.26%</b>
<b>SMGR + SBI</b>	<b>2,301,504</b>	<b>1,787,692</b>	<b>28.74%</b>	<b>3,820,717</b>	<b>2,990,872</b>	<b>27.75%</b>	<b>21,259,457</b>	<b>17,648,308</b>	<b>20.46%</b>

\*Indented numbers in orange tables are SBI numbers before the acquisition by SMIG thus not included in SMIG consolidated numbers

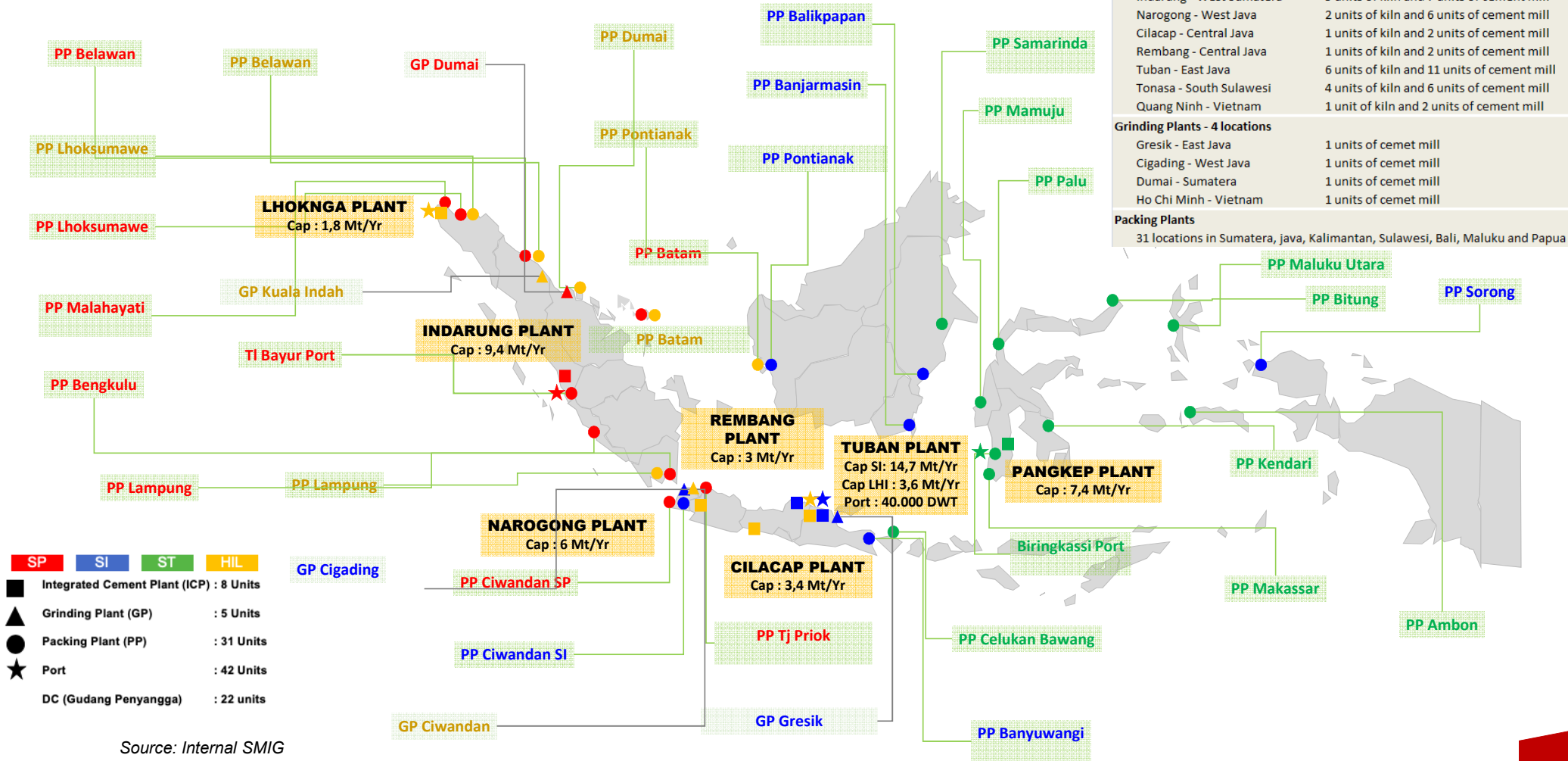
Total SMGR + SBI Year to Date exclude SBI January 2019 sales volume

## Industry

AREA	JUNE			JULY			YEAR TO DATE		
	2019	2018	+ (%)	2019	2018	+ (%)	2019	2018	+ (%)
JAKARTA	175,598	181,526	-3.27%	370,695	401,704	-7.72%	2,170,272	2,584,526	-16.03%
BANTEN	168,243	134,016	25.54%	323,386	304,897	6.06%	1,818,966	1,755,938	3.59%
WEST JAVA	592,835	463,145	28.00%	1,046,275	967,691	8.12%	5,757,207	5,336,519	7.88%
CENTRAL JAVA	484,430	464,069	4.39%	859,621	997,250	-13.80%	4,565,125	5,193,635	-12.10%
YOGYAKARTA	64,117	56,528	13.42%	125,352	107,557	16.54%	828,688	600,778	37.94%
EAST JAVA	504,005	415,906	21.18%	875,788	870,724	0.58%	4,867,957	4,980,089	-2.25%
<b>TOTAL JAVA</b>	<b>1,989,227</b>	<b>1,715,190</b>	<b>15.98%</b>	<b>3,601,117</b>	<b>3,649,822</b>	<b>-1.33%</b>	<b>20,008,216</b>	<b>20,451,484</b>	<b>-2.17%</b>
SUMATRA	768,687	709,956	8.27%	1,276,897	1,355,525	-5.80%	7,306,740	7,836,953	-6.77%
KALIMANTAN	231,173	226,149	2.22%	391,557	362,349	8.06%	2,343,283	2,331,826	0.49%
SULAWESI	343,727	322,472	6.59%	558,742	518,181	7.83%	3,019,743	2,946,775	2.48%
NUSA TENGGARA	290,747	265,135	9.66%	345,010	403,946	-14.59%	2,142,176	2,075,621	3.21%
INDONESIA TIMUR	115,188	78,425	46.88%	146,346	133,343	9.75%	923,479	828,340	11.49%
<b>TOTAL INDONESIA</b>	<b>3,738,748</b>	<b>3,317,328</b>	<b>12.70%</b>	<b>6,319,669</b>	<b>6,423,167</b>	<b>-1.61%</b>	<b>35,743,638</b>	<b>36,470,998</b>	<b>-1.99%</b>
EXPORT SEMEN	68,625	158,847	-56.80%	112,210	157,757	-28.87%	660,715	852,021	-22.45%
EXPORT KLINKER	215,940	441,573	-51.10%	614,696	351,562	74.85%	2,874,639	2,318,561	23.98%
<b>GRAND TOTAL</b>	<b>4,023,313</b>	<b>3,917,749</b>	<b>2.69%</b>	<b>7,046,575</b>	<b>6,932,486</b>	<b>1.65%</b>	<b>32,232,416</b>	<b>32,709,094</b>	<b>-1.46%</b>

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# The Integration of *Solusi Bangunan Indonesia* (SBI)



Source: Internal SMIG

## Roadmap Towards Leader of Diversified Building Material



## SMGR Performance Overview - 1H'19

<i>Rp Billion</i>	1H 2019	1H 2018	Chg YoY
	(a)	(b)	(a:b)
Revenue	13,308	13,308	0.0%
Cost of Revenue	11,686	9,510	22.9%
Gross Profit	1,622	3,799	-57.3%
Operating Expense	2,614	2,098	24.6%
Operating Income	(992)	1,701	-158.3%
EBITDA	3,167	2,598	21.9%
Finance Income (Cost)	(1,374)	(386)	256.2%
Profit Before Tax	676	1,318	-48.7%
Net Profit Attributable to Owners of Parent Entity	485	971	-50.1%
<b>Margin</b>			
Gross Profit Margin	12.2%	28.5%	-16.4%
Operating Profit Margin	-7.5%	12.8%	-20.2%
EBITDA Margin	23.8%	19.5%	4.3%
Net Profit Margin	3.6%	7.3%	-3.7%
<b>Ratios</b>			
ROE	3.0%	6.4%	-3.4%
Net Debt to Equity	96.3%	23.5%	72.8%
Debt to EBITDA (x)	4.7	2.1	121.7%
EBITDA/Interest (x)	2.1	5.7	-62.8%

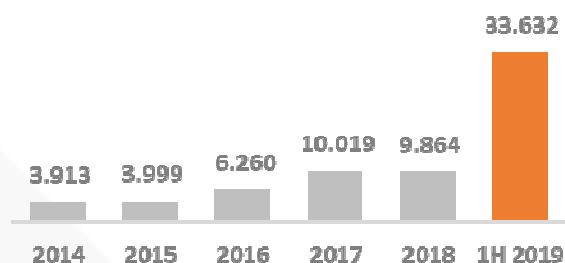


## SMGR Financial Position 1H19

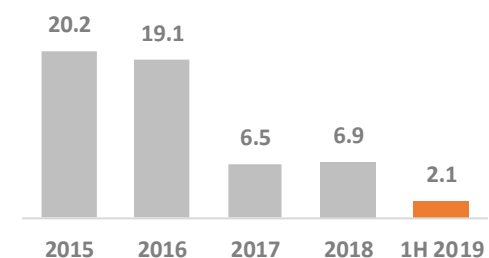
Cash Balance (IDRbn)



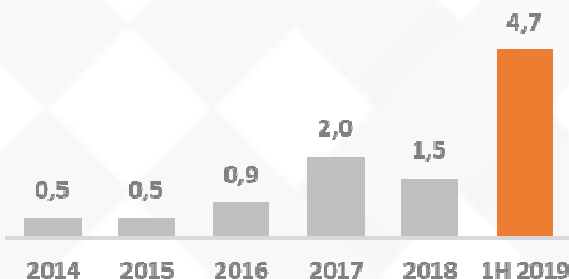
Total Interest Bearing Debt (IDRbn)



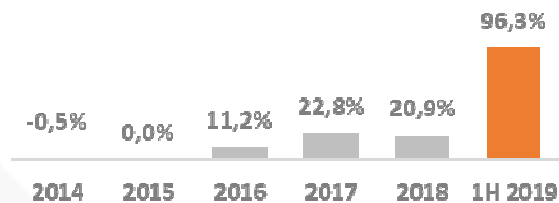
EBITDA/Interest



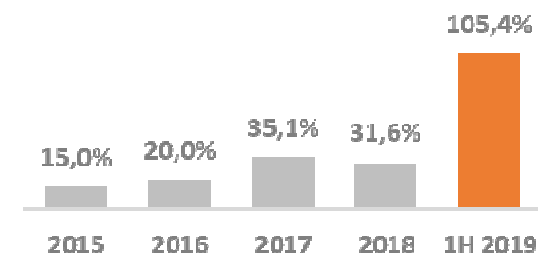
Debt/EBITDA (x)



Net Debt/Equity



Gross Debt/Equity



# Thank You

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- changes or volatility in inflation, interest rates and foreign exchange rates;
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