



Corporate Presentation

1Q 2020



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

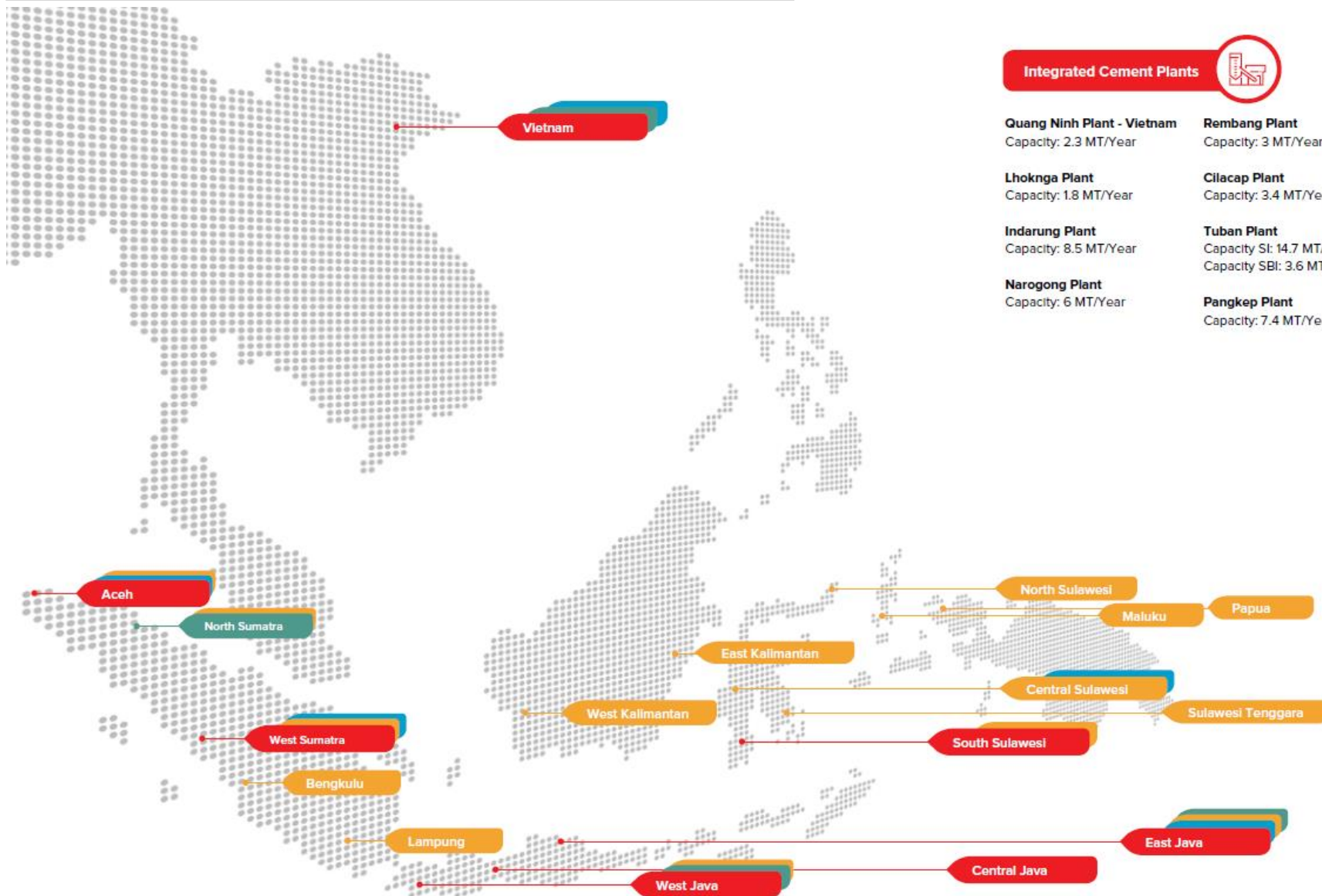
#1 largest cement producer in the ASEAN region

53% market share in Indonesia (1Q 2020)

9 Integrated cement plants in **8 locations** in Indonesia and **1** in Vietnam

Milestones

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



Integrated Cement Plants



Quang Ninh Plant - Vietnam

Capacity: 2.3 MT/Year

Lhoknga Plant

Capacity: 1.8 MT/Year

Indarung Plant

Capacity: 8.5 MT/Year

Narogong Plant

Capacity: 6 MT/Year

Rembang Plant

Capacity: 3 MT/Year

Cilacap Plant

Capacity: 3.4 MT/Year

Tuban Plant

Capacity SI: 14.7 MT/Year

Capacity SBI: 3.6 MT/Year

Pangkep Plant

Capacity: 7.4 MT/Year

Packing Plants



Lhokseumawe

Malahayati

Belawan

Dumai

Batam

Teluk Bayur

Bengkulu

Palembang

Lampung

Ciwandan

Tanjung Priok

Banyuwangi

Pontianak

Banjarmasin

Balikpapan

Samarinda

Makassar

Mamuju

Palu

Biringkassi

Kendari

Bitung

Celukan Bawang

Maluku Utara

Ambon

Sorong

Grinding Plants



Ho Chi Minh

Kuala Indah

Dumai

Cigading

Ciwandan

Gresik

Ports



Thang Long Port

Lhoknga

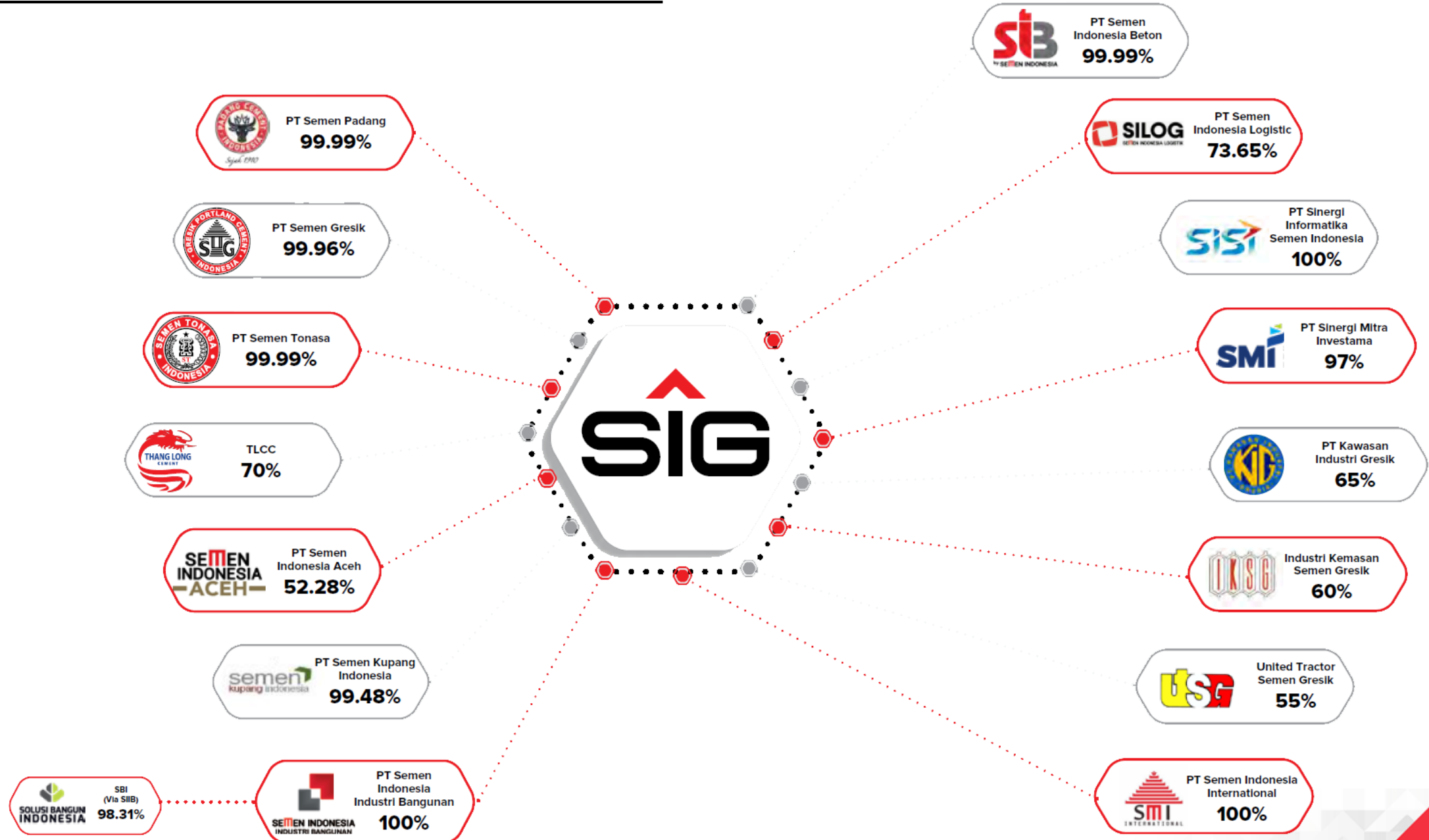
Dumai

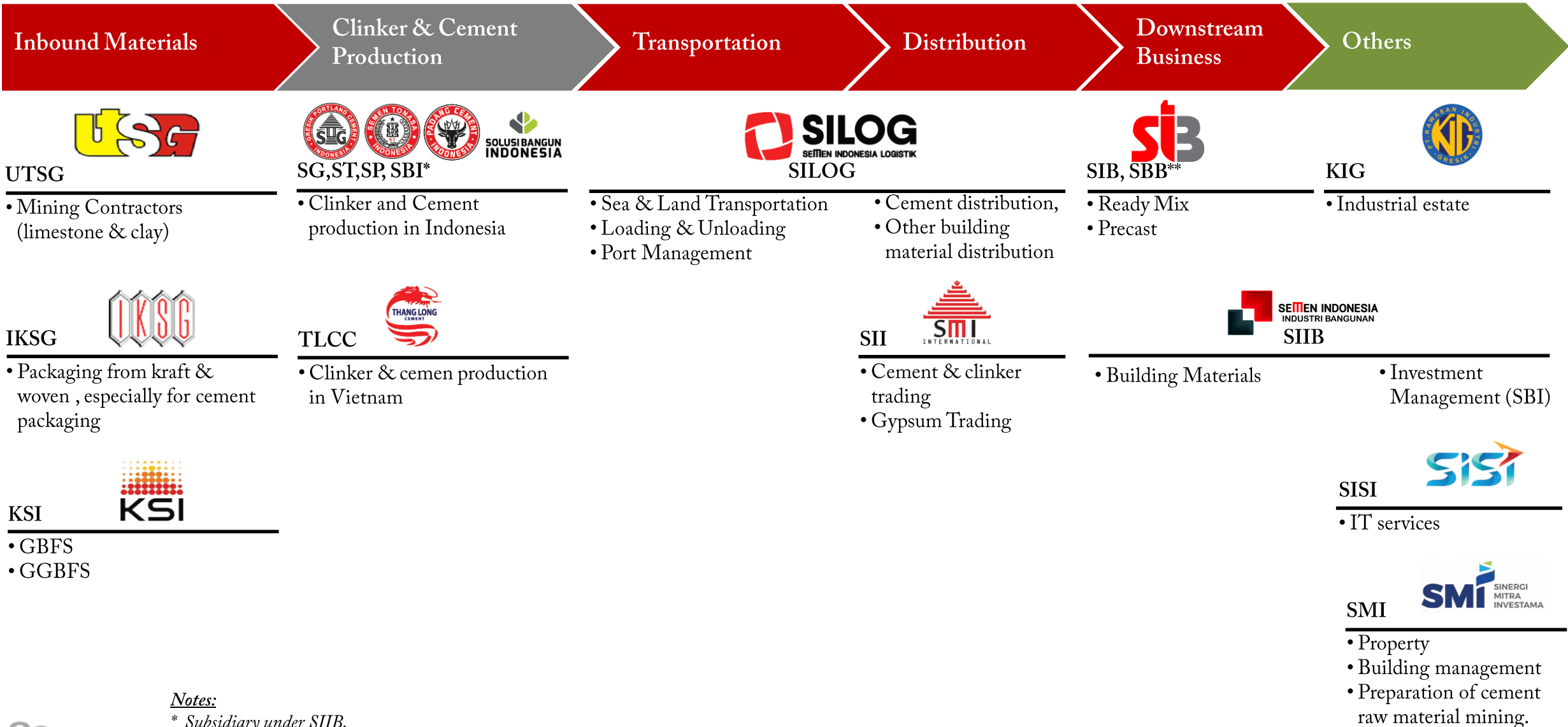
Teluk Bayur

Tuban

Gresik

Biringkasi





Notes:

* Subsidiary under SIIB,

** Subsidiary under SBI

Board of Commissioners



Board of Directors



Installed Capacity

35.5 Semen Indonesia

25.5 Indocement

14.8 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:
112.4 Mio Ton



Design Capacity
112.4 MT (2019)

Production Volume
76.1 MT

Domestic
Growth
0.34%

Domestic Utilization
67%*

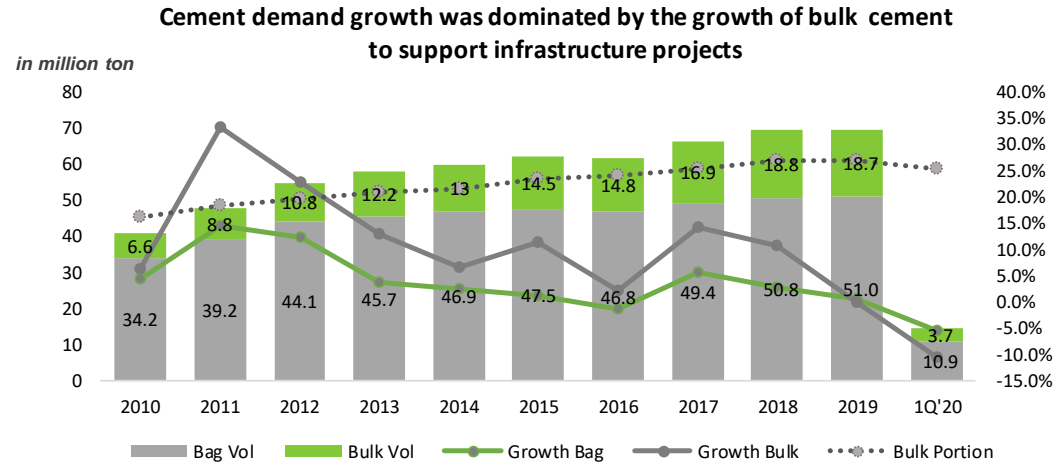
Supply

2019

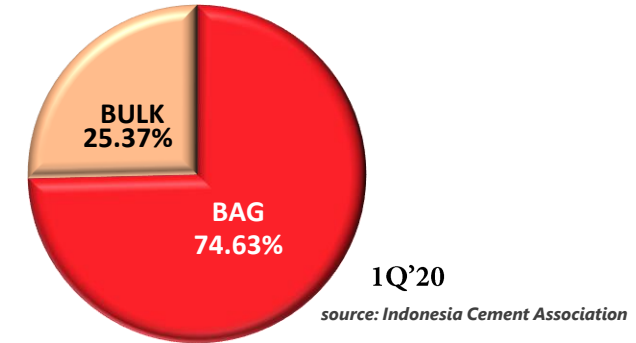
Domestic: 69.8
MT

Export: 6.4 MT

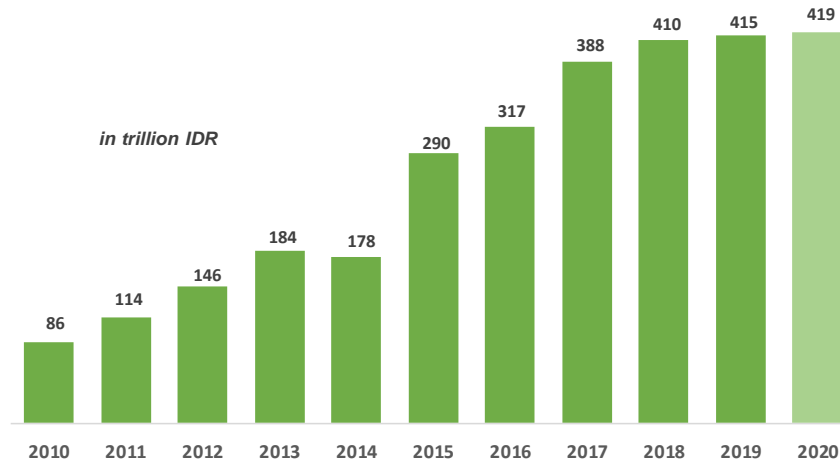
*Based on Indonesia Cement Association recorded national capacity and production volume 2019 and the Company data



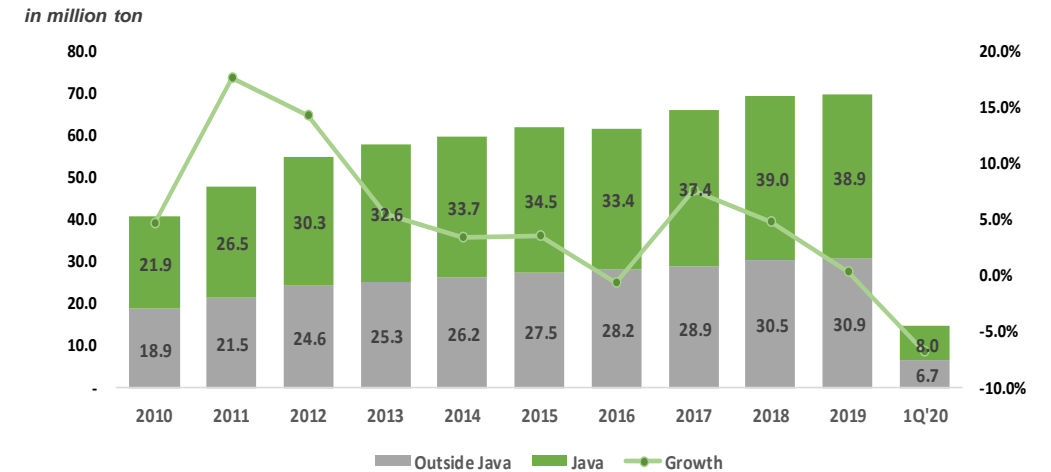
Bag cement still represent the largest portion of Indonesia cement consumption



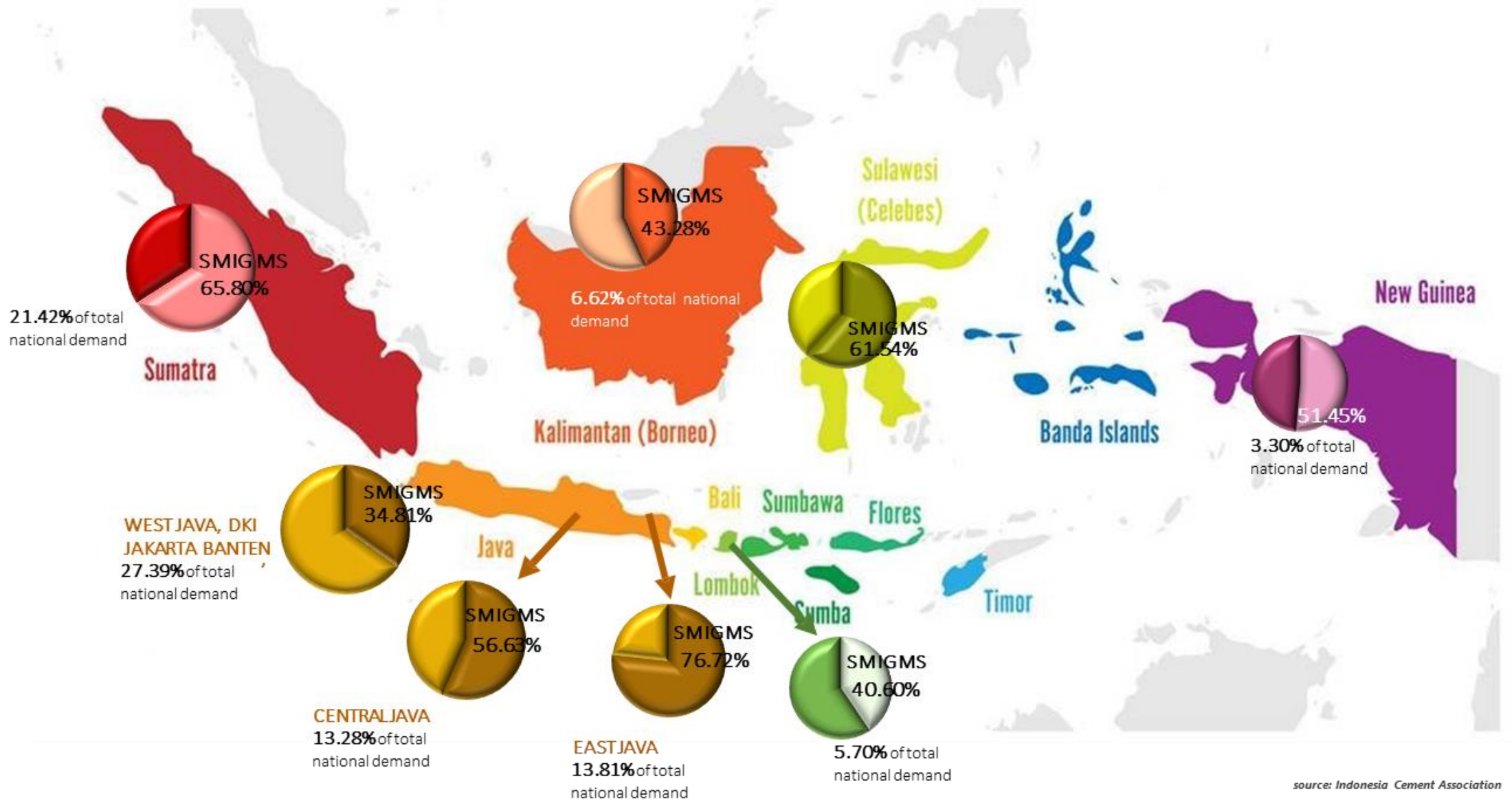
source: Indonesia Cement Association



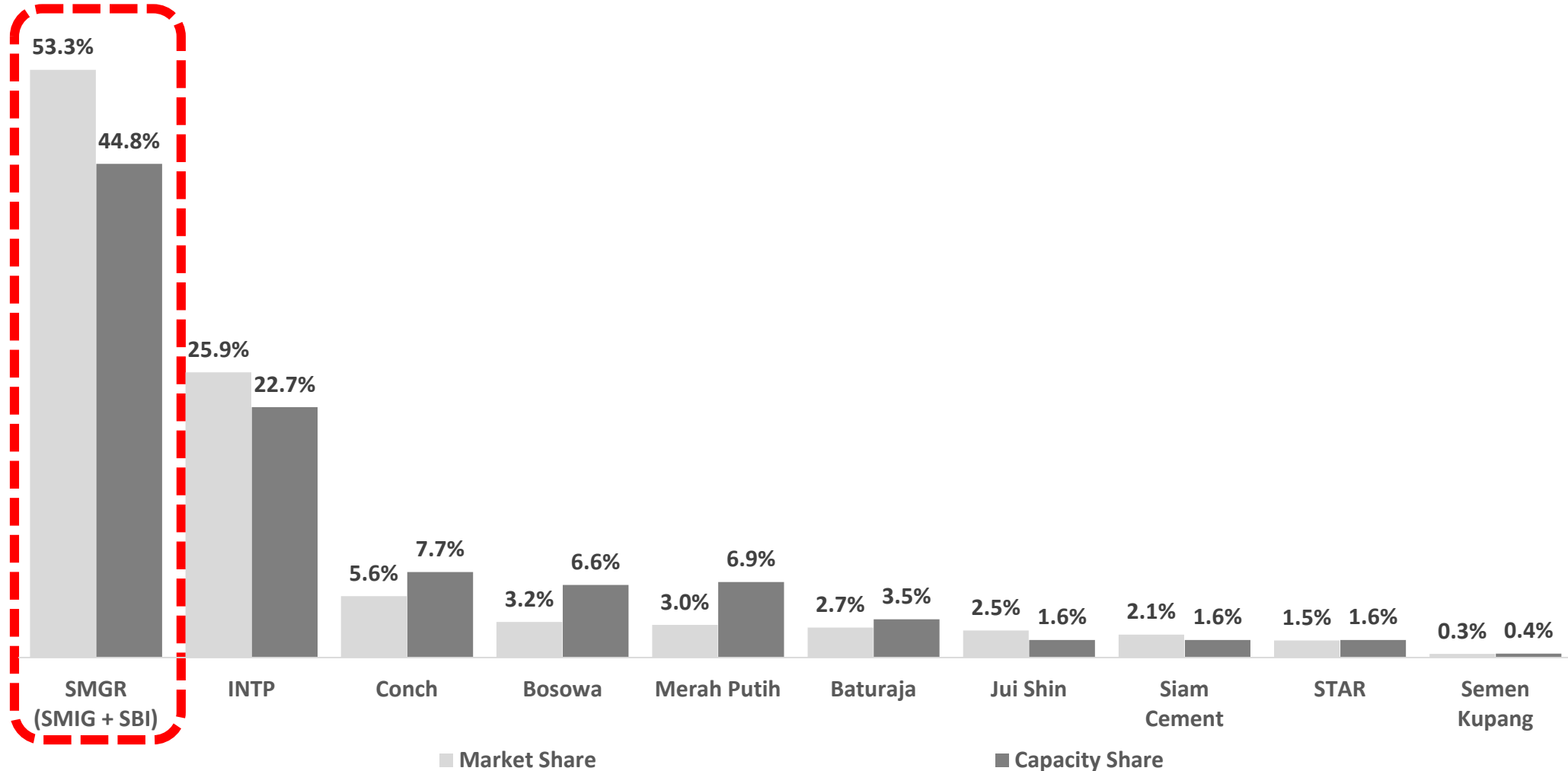
Domestic Sales in Java v.s. Outside of Java



source: Indonesia Cement Association



source: Indonesia Cement Association

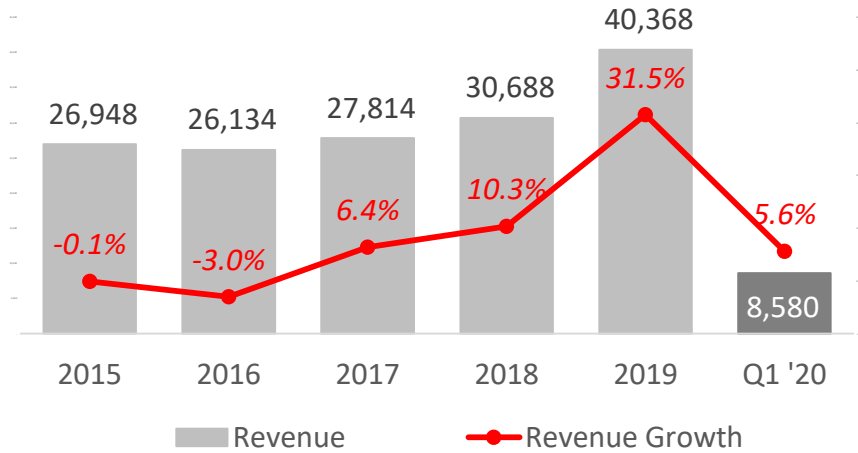


Area	February			March			Year to Date		
	2020	2019	YoY (%)	2020	2019	YoY (%)	2020	2019	YoY (%)
Jakarta	227,815	235,899	-3.43%	288,471	252,376	14.30%	853,628	754,808	13.09%
Banten	224,677	255,599	-12.10%	237,565	269,064	-11.71%	708,455	812,846	-12.84%
West Java	807,111	843,034	-4.26%	811,278	908,929	-10.74%	2,443,345	2,737,637	-10.75%
Central Java	542,892	555,904	-2.34%	539,181	597,674	-9.79%	1,714,406	1,863,367	-7.99%
Yogyakarta	78,051	125,448	-37.78%	70,799	138,971	-49.05%	227,106	386,017	-41.17%
East Java	677,303	652,349	3.83%	610,945	674,999	-9.49%	2,019,370	2,120,293	-4.76%
Total Java	2,557,850	2,668,233	-4.14%	2,558,239	2,842,012	-9.98%	7,966,310	8,674,968	-8.17%
Sumatra	1,003,875	1,022,494	-1.82%	1,054,701	1,042,230	1.20%	3,131,319	3,241,944	-3.41%
Kalimantan	329,086	355,594	-7.45%	299,715	355,122	-15.60%	968,248	1,074,386	-9.88%
Sulawesi	329,412	407,943	-19.25%	448,418	464,926	-3.55%	1,240,284	1,335,830	-7.15%
Nusa Tenggara	261,961	303,407	-13.66%	295,415	323,918	-8.80%	833,293	917,291	-9.16%
East Indonesia	114,416	126,074	-9.25%	160,785	138,004	16.51%	482,316	429,059	12.41%
Total Indonesia	4,596,601	4,883,745	-5.88%	4,817,272	5,166,212	-6.75%	14,621,770	15,673,477	-6.71%
Export Cement	70,450	132,182	-46.70%	55,769	111,065	-49.79%	195,075	316,155	-38.30%
Export Clinker	372,057	475,956	-21.83%	512,192	454,877	12.60%	1,191,579	1,105,463	7.79%
Total Export	442,507	608,138	-27.24%	567,961	565,942	0.36%	1,386,654	1,421,618	-2.46%
Grand Total	5,039,108	5,491,883	-8.24%	5,385,233	5,732,154	-6.05%	16,008,425	17,095,094	-6.36%

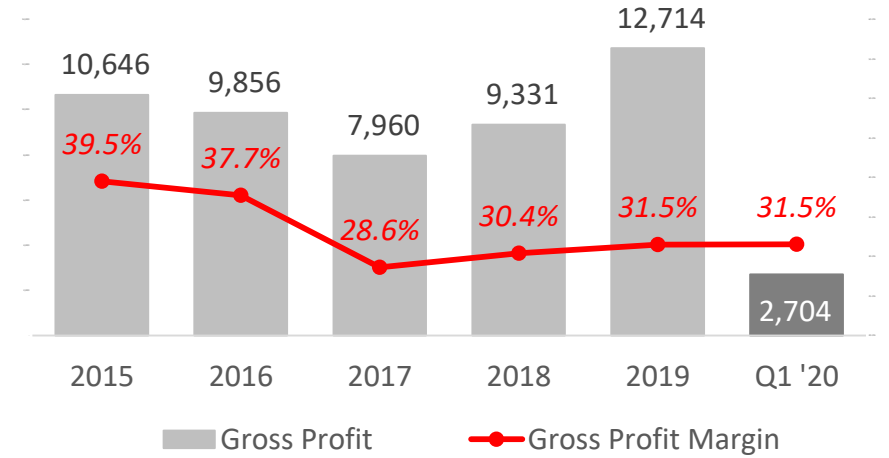
source: Indonesia Cement Association

in billion IDR	Q1 2020 (a)	Q1 2019 (b)	Chg YoY (a:b)
SMGR Sales Volume (ton)			
Domestic	7,872,294	7,518,380	4.7%
Export	1,020,607	828,685	23.2%
TLCC Sales Volume (ton)			
Domestic	303,722	252,246	20.4%
Export	172,429	153,150	12.6%
Total Group SMGR (ton)	9,369,052	8,752,460	7.0%
Revenue	8,580	8,127	5.6%
Cost of Revenue	5,876	5,913	-0.6%
Gross Profit	2,704	2,214	22.2%
Operating Expense	1,430	1,122	27.5%
Operating Income	1,274	1,092	16.7%
EBITDA	2,022	1,611	25.5%
Finance Income (Cost)	(552)	(637)	-13.4%
Profit Before Tax	713	454	56.9%
Net Profit Attributable to Owners of Parent Entity	446	268	66.5%
Margin			
Gross Profit Margin	31.5%	27.2%	4.3%
Operating Profit Margin	14.9%	13.4%	1.4%
EBITDA Margin	23.6%	19.8%	3.7%
Net Profit Attributable to Owners of Parent Entity Margin	5.2%	3.3%	1.9%
Ratios			
ROE	5.3%	3.4%	1.9%
Net Debt to Equity	77.1%	82.8%	-5.7%
Debt to EBITDA (x)	3.2	4.7	-1.6
EBITDA/Interest (x)	3.7	2.4	1.3

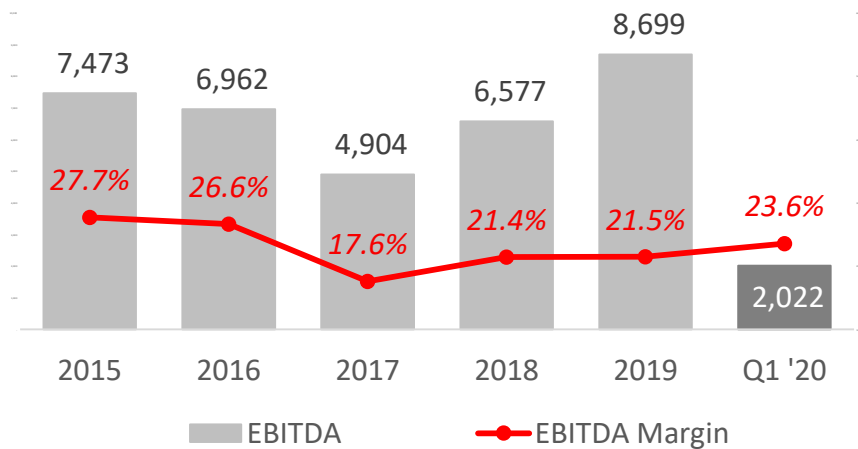
Revenue



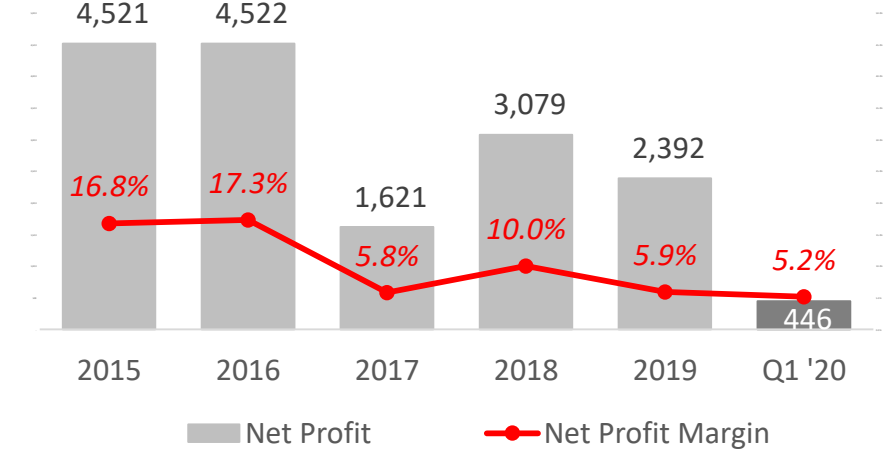
Gross Profit



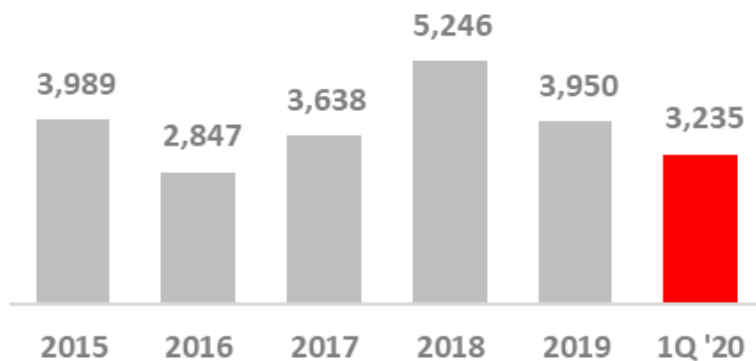
EBITDA



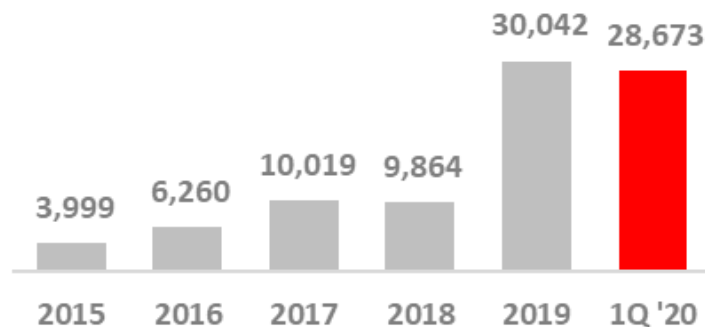
Net Profit



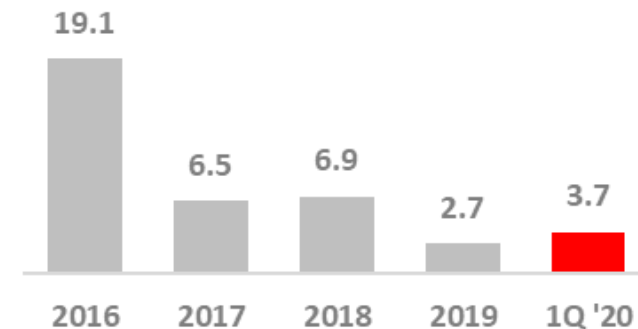
Cash Balance (IDRbn)



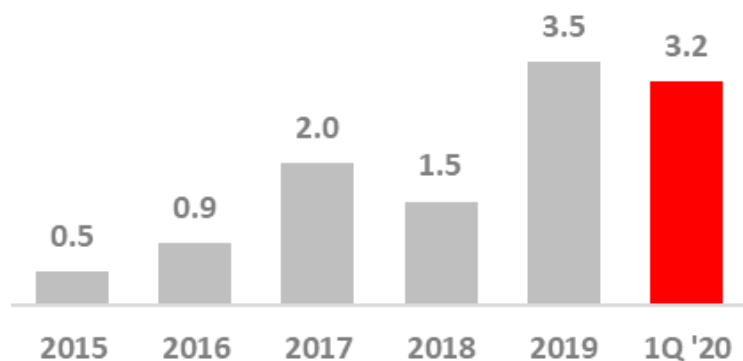
Total Interest Bearing Debt (IDRbn)



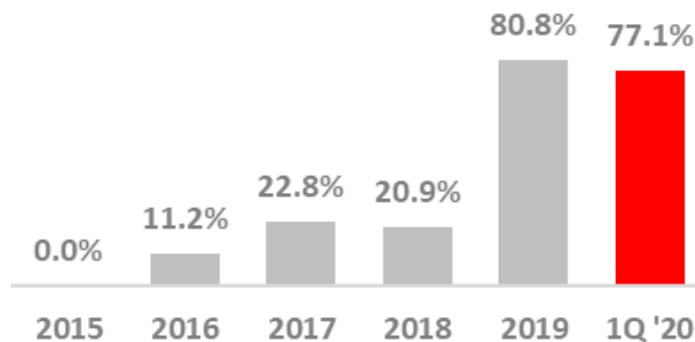
EBITDA/Interest



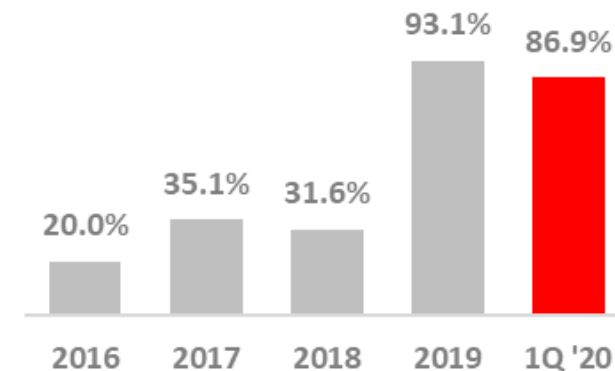
Debt/EBITDA



Net Debt/Equity



Gross Debt/Equity





The Company's commitment is embodied in our **4 pillars** of sustainability:

1. Sustainable Economic Growth
2. Climate and Energy
3. Circular Economy
4. People and Community

Corporate Vision:

Leading Building Material Solutions Provider in the Region

Corporate Mission:

Focus on Environmental Protection and Sustainable Social Responsibility

2019 Efforts:

Sustainable Economic Growth

Commitment	We strive toward on-going innovation for sustainable solutions and to strengthen our supply chain
Strategy	<p>Providing sustainable solutions with innovative products and services to mitigate the increasing demand for limited resources</p> <p>Enhancing the supply chain and developing sustainable-oriented partnership with strategic partners</p>
2024 Target	<ul style="list-style-type: none"> Increase the revenue proportion from sustainability solutions every year Enforce strategic partner screening using sustainability criteria established by the Company
SDGs	

Climate and Energy

Commitment	We will continue to support Indonesia's commitment to COP21 (2015) to reduce GHG emissions in 2030 by 29% by independent efforts, or 41% with international assistance
Strategy	<p>Reduction of greenhouse gas emissions (CO₂)</p> <p>Significant reduction of air emissions (dust/particles, NOx, SOx)</p> <p>Reduction of energy consumption</p>
2024 Target	<ul style="list-style-type: none"> Reduce 16% of specific CO₂ emission scope 1 (per cement equivalent) from the 2010 level 67% of clinker factor 15% of Thermal Substitution Rate
SDGs	

Circular Economy

Commitment	We are committed to use all materials in a responsible manner
Strategy	<p>Using raw materials efficiently through product development</p> <p>Utilizing renewable resources (waste-derived) as alternative fuels</p>
2024 Target	<ul style="list-style-type: none"> Utilizing 1.8 million tons of waste as alternative fuels Utilizing 1.9 million tons of waste as alternative raw materials
SDGs	

People and Community

Commitment	As we value our people and community highly, we implement good corporate governance and ensure proactive stakeholder management
Strategy	<p>Promoting health and safety for employees and contractors</p> <p>Creating shared values for community</p>
2024 Target	<ul style="list-style-type: none"> Zero Fatality LTIFR ≤ 0.90 A total of 73,000 people benefited through partnership program (PK), cumulative since the program began
SDGs	

Pillars	Indicators	2010 Baseline	2019 Performance	2024 Target
Climate and Energy 	Reduction of specific CO ₂ emission scope 1	708 kg CO ₂ /ton cement equivalent	634 kg CO ₂ /tons of cement equivalent, of specific CO ₂ emission scope 1	595 kg CO ₂ /tons of cement equivalent or equal to 16% reduction of specific CO ₂ emission scope 1 from 2010 baseline
	Clinker factor	83%	72%	67%
	Thermal substitution rate	1%	3%	15%
Circular Economy 	Alternative fuel	44,693 tons	232,904 tons	1.8 million tons
	Alternative raw material	1,112,601 tons	1,659,627 tons	1.9 million tons
People and Community 	Fatality Rate	1 incident	0 incident	0 incident
	Lost Time Injury Frequency Rate (LTIFR)	1.44	1.16	≤ 0.90
	Creating added values for the for the community	Partnership Program started in 2009	A total of 72,620 people benefited through partnership program (PK), cumulative since the program began	A total of 73,000 people benefited through partnership program (PK), cumulative since the program began

Thank You

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