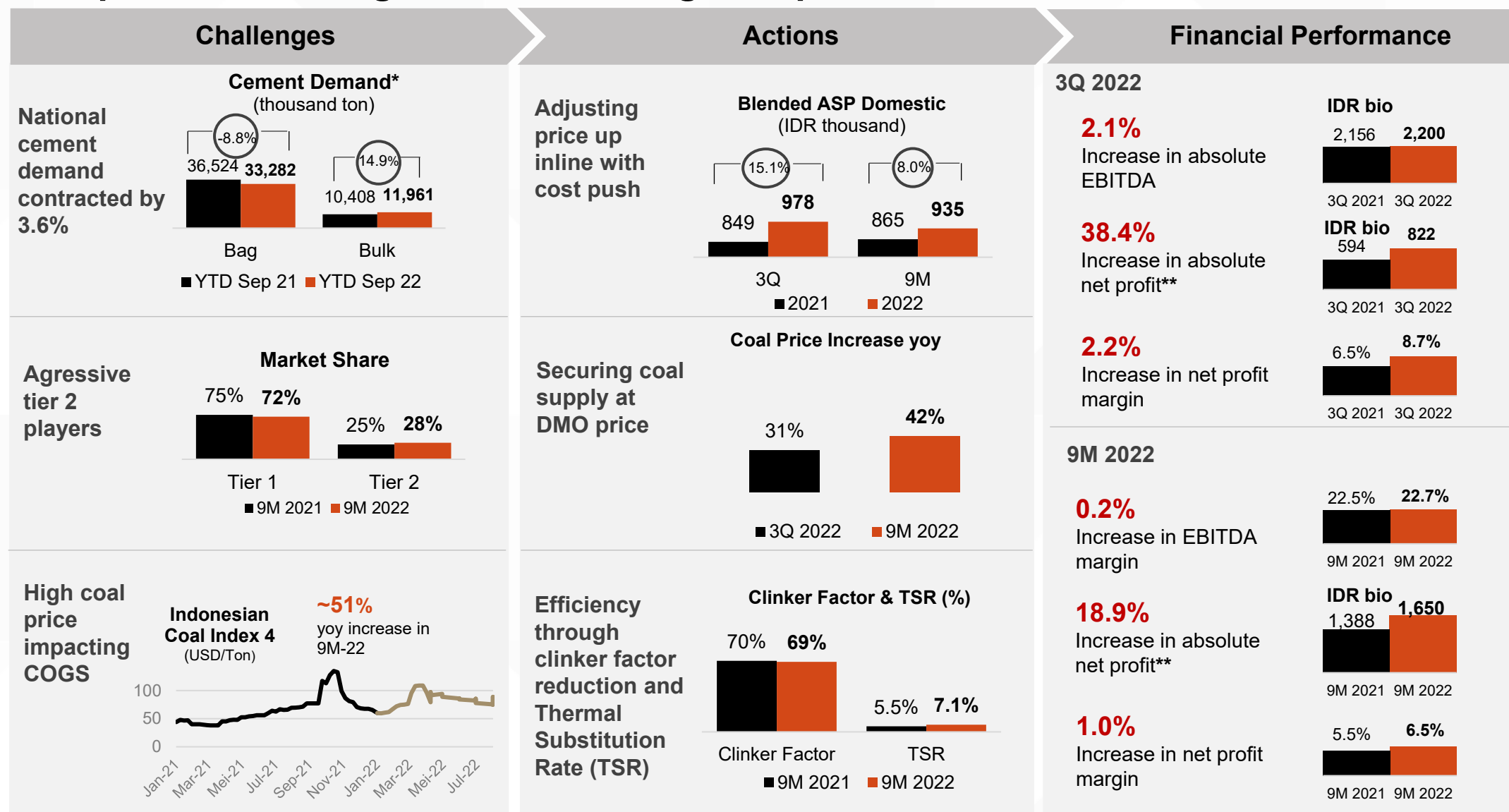


Continue to Deliver Resilient Performance
Earnings Call 9 Months 2022 Unaudited Financial Report



— KEY HIGHLIGHTS

SIG has continuously shown resilience during challenging time of increasing competition, slowing demand & rising coal price



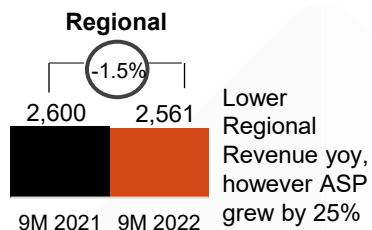
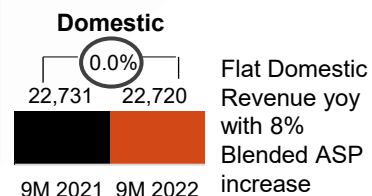
*Source: Demand data up to September 2022 from Indonesia Cement Association (excluding Singa Merah). Singa Merah sales volume September 2022: 167.5 thousand tons, up to September 2022: 1,199.7 thousand tons

**attributed to owners of parent entity

9 MONTHS OF 2022 PERFORMANCE

On track to grow profitability by managing ASP, securing coal at DPO & continue improving operational excellence

(in IDR billion)



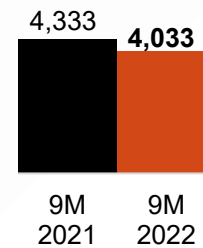
▼ **0.2%**
Change in Total Revenue yoy



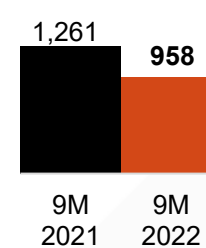
▲ **1.6%**
COGS increase



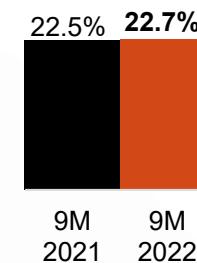
▼ **6.9%**
Lower operating expenses



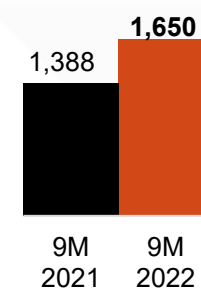
▼ **24.0%**
Decrease in finance cost



▲ **0.2%**
EBITDA margin growth

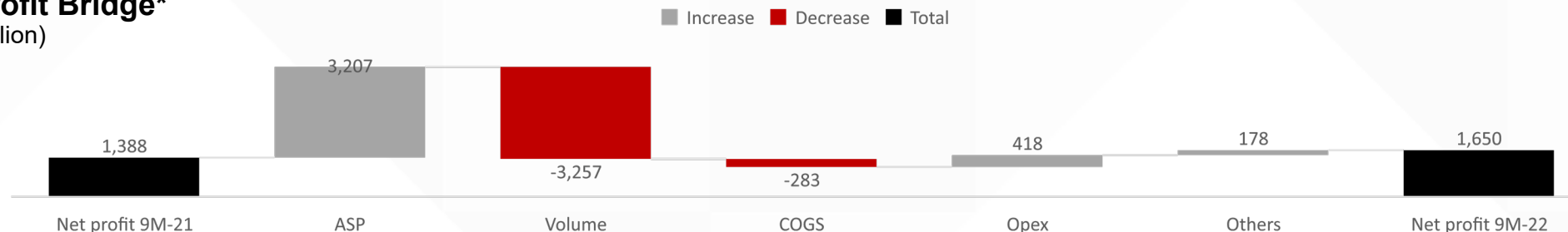


▲ **18.9%**
Improvement in net profit*



Net Profit Bridge*

(IDR billion)



Relatively flat revenue
Where lower total sales volume compensated by ASP increase

Higher COGS
From higher fuel cost and other manufacturing overhead

Lower operating expenses
From lower promotion, transportation and labor cost

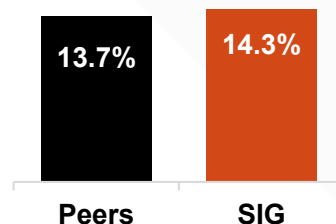
Finance cost efficiency
Contributed by lower interest bearing debt balance

*attributed to owners of parent entity

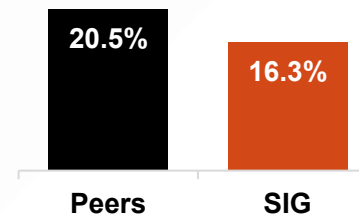
Outperforming industry peers

Through the **higher revenue per ton growth** and lower COGS per ton hike due to **lower fuel & energy cost increase**

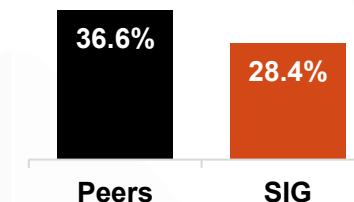
Revenue/ton Growth



COGS/ton Growth



Fuel & energy cost/ton Growth

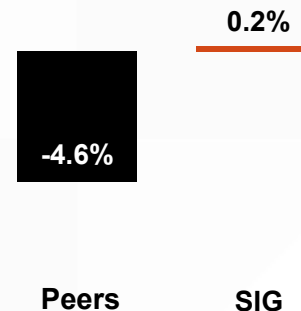


Outperform peers
in absolute and margin profitability

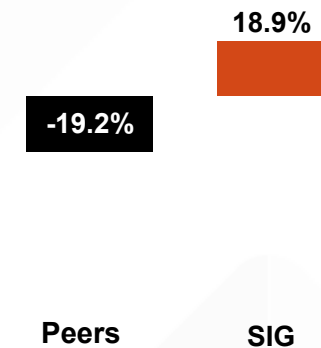
EBITDA Growth



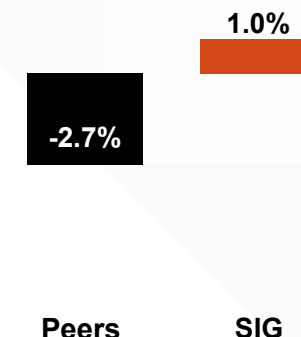
EBITDA Margin Growth



Net Profit Growth

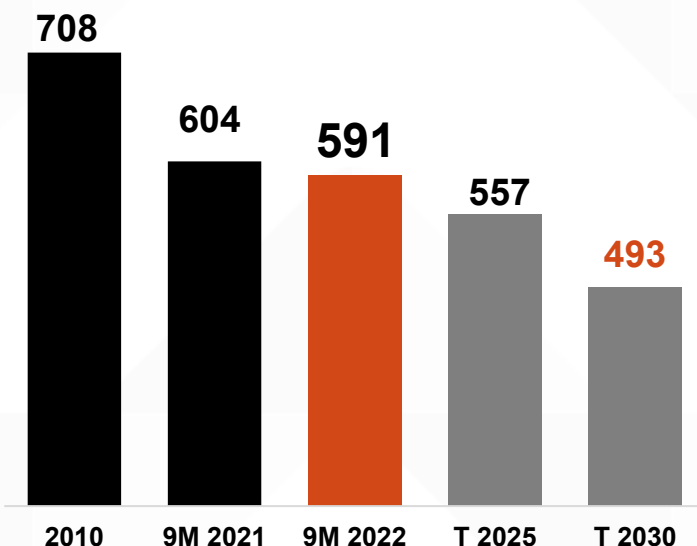


Net Profit Margin Growth



On track on decarbonization milestone from continuously improved TSR and clinker factor

Emission Intensity - Scope 1
(Specific Net - kg CO₂/ton cement eq)



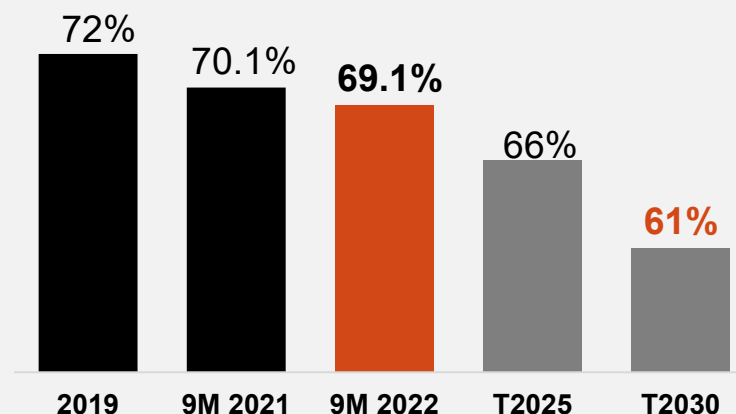
▼ **2.1%**

Decrease yoy or equal to 13 kg CO₂/ton cement equivalent contributed by lower clinker factor and higher TSR

▼ **16.5%**

Decrease from 2010 baseline

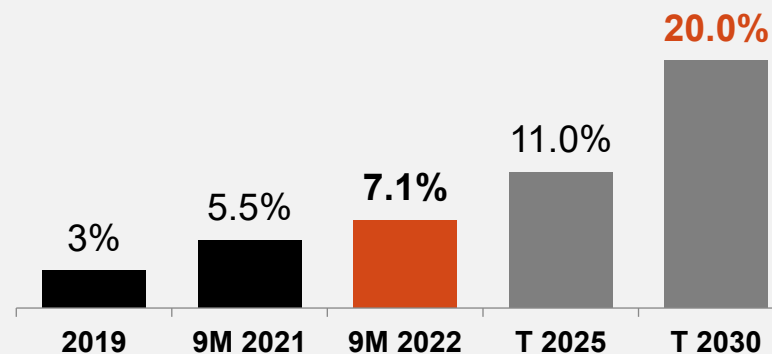
Average Clinker Factor



▼ **1.0%**

Decrease in 9M 2022 yoy contributed by more substitution of CO₂ intensive clinker in cement production with secondary material

Thermal Substitution Rate (TSR)



▲ **1.6%**

Increase in 9M 2022 yoy contributed by improved Alternative Fuel consumption to replace coal

IMPORTANT NOTICE

THIS PRESENTATION IS NOT AND DOES NOT CONSTITUTE OR FORM PART OF, AND IS NOT MADE IN CONNECTION WITH, ANY OFFER FOR SALE OR SUBSCRIPTION OF OR SOLICITATION, RECOMMENDATION OR INVITATION OF ANY OFFER TO BUY OR SUBSCRIBE FOR ANY SECURITIES NOR SHALL IT OR ANY PART OF IT FORM THE BASIS OF OR BE RELIED ON IN CONNECTION WITH ANY CONTRACT, COMMITMENT OR INVESTMENT DECISION WHATSOEVER.

This presentation includes forward-looking statements, which are based on current expectations and forecast about future events. Such statements involve known / unknown risks uncertainties and other factors, which could cause actual results to differ materially from historical results or those anticipated. Such factors include, among others:

- economic, social and political conditions in Indonesia, and the impact such conditions have on construction and infrastructure spending in Indonesia;
- the effects of competition;
- the effects of changes in laws, regulations, taxation or accounting standards or practices;
- acquisitions, divestitures and various business opportunities that we may pursue;
- changes or volatility in inflation, interest rates and foreign exchange rates;
- accidents, natural disasters or outbreaks of infectious diseases, such as avian influenza, in our markets;
- labor unrest or other similar situations; and
- the outcome of pending or threatened litigation.

We can give no assurance that our expectations will be attained.

DISCLAIMER

This information contained in this report has been taken from sources which we deem reliable. However, none of PT Semen Indonesia (Persero) Tbk and/or its affiliated companies and/or their respective employees and/or agents make any representation or warranty (express or implied) or accepts any responsibility or liability as to, or in relation to, the accuracy or completeness of the information and opinions contained in this report or as to any information contained in this report or any other such information or opinions remaining unchanged after the issue thereof.

We expressly disclaim any responsibility or liability (express or implied) of PT Semen Indonesia (Persero) Tbk, its affiliated companies and their respective employees and agents whatsoever and howsoever arising (including, without limitation for any claim, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this report and neither PT Semen Indonesia (Persero) Tbk, its affiliated companies or their respective employees or agents accepts liability for any errors, omission or mis-statements, negligent or otherwise, in this report and any liability in respect of the report or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.



Thank You



@semenindonesia



Semen Indonesia



Semen Indonesia



@semenku

PT Semen Indonesia (Persero) Tbk.

South Quarter, Tower A, Floor 19-20
Jl. RA. Kartini Kav. 8, Jakarta Selatan 12430, Indonesia