2018

PT SEMEN BATURAJA (PERSERO) TBK

Meeting Performance
Quarter III - 2018

Regional & National Demand

(Ton)

Area	9M17	9M18	(%)
Jambi	553.826	641.569	15,8
South Sumatra	1.523.416	1.631.358	7,1
Bangka - Belitung	197.579	274.912	39,1
Bengkulu	633.839	413.863	(34,7)
Lampung	1.501.228	1.945.351	29,6
Total Southern Sumatra	**4.409.888**	**4.907.052**	**11,3**
Total Sumatra	**9.987.688**	**10.721.095**	**7,3**
Total Java	26.961.905	27.995.992	3,8
Total Kalimantan	2.902.274	3.160.446	8,9
Total Sulawesi	3.841.412	4.030.100	4,9
Total Nusa Tenggara	2.687.150	2.776.589	3,3
Total Eastern Indonesia	1.051.627	1.096.546	4,3
Total Indonesia	**47.432.056**	**49.780.767**	**5,0**
Total Bag	**35.784.888**	**36.611.517**	**2,3**
Total Bulk	**11.647.168**	**13.169.250**	**13,1**

Source : The Indonesian Cement Association

*Bulk sales dominated cement sales growth this year with **13,1%**, supported by infrastructure development especially toll road project.*

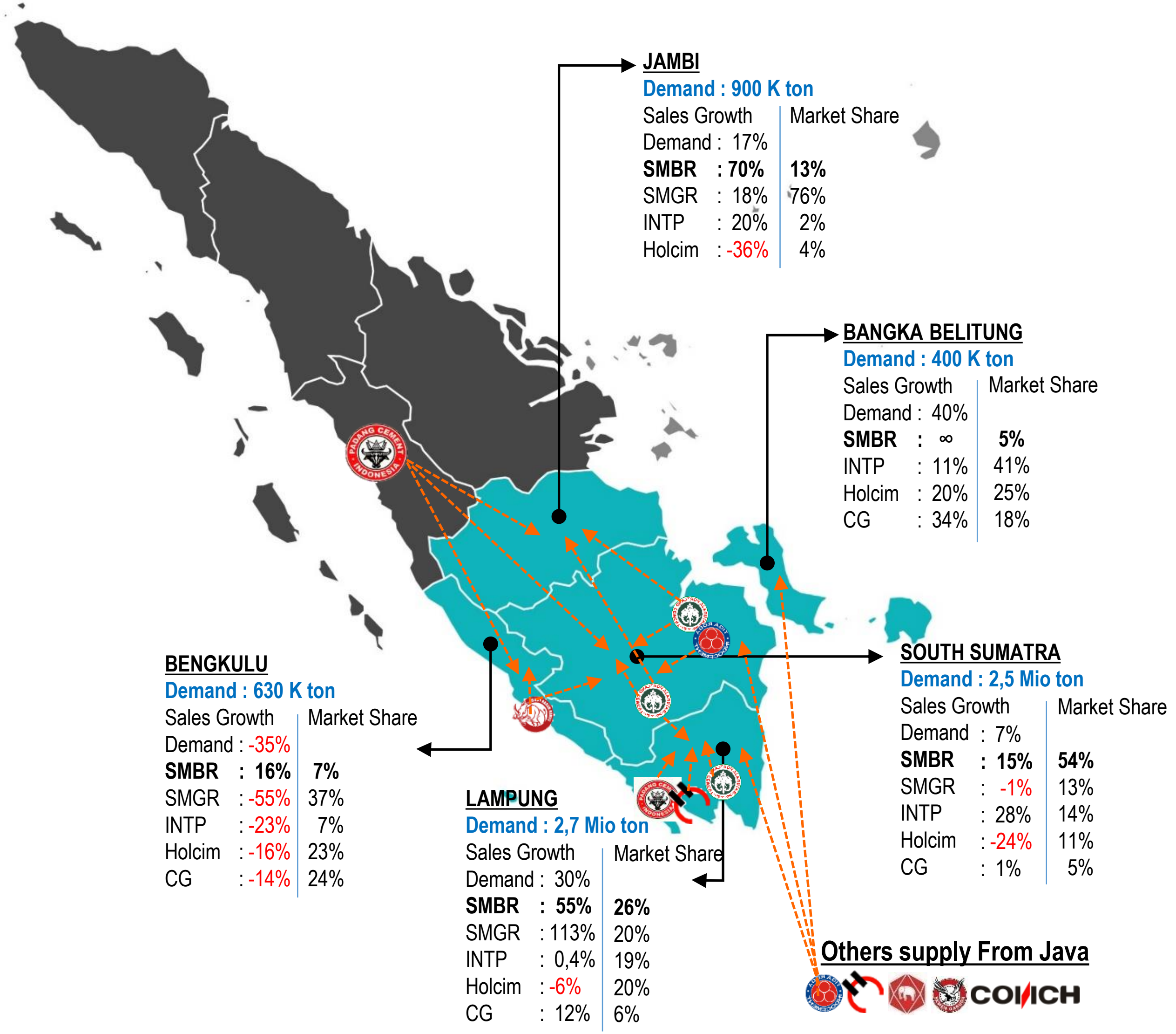
Light Rail Transit (LRT) Palembang

Toll Trans Sumatra

Irrigation Lematang, Pagaralam

Sports Facility of Jakabaring

SMBR Market Outlook



- *The growth of sales volume exceeds demand growth successfully SMBR in all areas of the company's marketing.*
- *SMBR dominated in South Sumatra and Lampung.*
- *SMBR held position as a market leader in Lampung, which earlier for 5 years always held by competitors.*
- *Through an effective strategy of the company, succeeded in raising sales SMBR in Jambi of 70%.*
- *The company has expanded the market to Bangka Belitung since November 2017, current market share has reached 5%.*

Source : The Indonesian Cement Association

The performance of the Domestic cement industry sales Volume Quarter III-2018

(Ton)

Total	9M17	9M18	(%)
SMBR	**1.087.046**	**1.503.582**	**38,3**
SMCB	10.985.686	12.236.238	11,4
INTP	12.083.068	12.844.757	6,3
SMGR	15.440.413	14.937.615	-3,3
Zak	**9M17**	**9M18**	**(%)**
SMBR	**834.130**	**1.119.445**	**34,2**
SMCB	5.697.492	6.180.608	8,5
INTP	9.251.313	9.630.943	4,1
SMGR	14.134.803	13.566.259	-4,0
Bulk	**9M17**	**9M18**	**(%)**
SMBR	**252.916**	**384.127**	**51,9**
SMGR	5.288.194	6.055.630	14,5
INTP	2.831.755	3.213.814	13,5
SMCB	1.305.610	1.371.355	5,0

- *SMBR booked highest volume growth in 9M18 supported a higher bulk cement sales in Southern part of Sumatra. On the other hand, cement bag also grew by* ***34,2%*** *yoy*
- *Sales growth of cement bulk SMBR* ***51,9%*** *yoy mostly due to higher sales volume at 76,3% yoy Lampung and South Sumatra 20,5% yoy mainly donated by the toll road Project.*

Source : The Indonesian Cement Association

Sales Volume and Market Share SMBR

Sales Volume SMBR	9M17	9M18	(%)
South Sumatra	730.374	880.015	20,5
Lampung	280.576	494.722	76,3
Jambi	49.748	84.373	69,6
Bengkulu	26.348	30.456	15,6
Bangka Belitung	-	14.016	n/a
Total	1.087.046	1.503.582	38.3

Market Share SMBR	9M17	9M18	(%)
South Sumatra	51	54	6,7
Lampung	21	25	19,6
Jambi	9	13	46,7
Bengkulu	4	7	76,9
Bangka Belitung	-	5	n/a
Total	29	33	15,0

- *SMBR sales growth **38,3%** in 9M18.*
- *SMBR as a Market Leader in **South Sumatra** and **Lampung**.*

Source : The Indonesian Cement Association

Consolidated Statements of Profit or Loss and Other Comprehensive Income Quarter III - 2018

	Unit	9M17 (1)	9M18 (2)	(%) (2:1)
Revenue	Million IDR	999.604	1.372.378	137
Cost of Good Sold	Million IDR	667.997	936.027	140
Gross Profit	Million IDR	331.606	436.352	132
Operating Expenses	Million IDR	182.580	286.528	157
Operating Income	Million IDR	149.027	149.823	101
Profit Before Income Tax	Million IDR	152.918	72.251	47
Profit for The Year	Million IDR	107.535	40.888	38
EBITDA	Million IDR	230.403	287.875	125
EBITDA Margin	%	23	21	91

- Profit before tax and profit tax 9M18 depressed caused the presence of Investment Credit interest charges Baturaja Factory II amounted to 66.3 billion and loan interest MTN amounting to 18 billion.
- Production efficiency increases 9M18 Ebitda by 25% yoy.

(Source: Company)

Consolidated Statements of Financial Position as of 30 September 2018

(Million IDR)

	2017 (1)	9M18 (2)	(%) (2:1)
Current Assets	1.123.602	1.303.043	116
Non Current Assets	3.936.735	4.121.566	105
Total Assets	5.060.337	5.424.609	107
Current Liabilities	668.828	556.323	83
Long Term Liabilities	978.649	1.436.240	147
Total Liabilities	1.647.477	1.992.563	121
Total Shareholder’s Equity	3.412.860	3.432.046	101

(Source: Company)

Capex Progress

The Addition Of Regular Asset	120,7 Billion IDR

Investment Development	106,2 Billion IDR

		Value	Progress	Target
	Cement Mill & Packing Plant Jambi	250 Billion IDR	10,56%	June 2020
	Palletizer	7 Billion IDR	61,94%	November 2018
	Coal Mine Acquisition	300 Billion IDR	19,66%	December 2019
	Injection of subsidiary Capital	30 Billion IDR	100%	Done

Terima Kasih