



SEMEN BATURAJA

2019

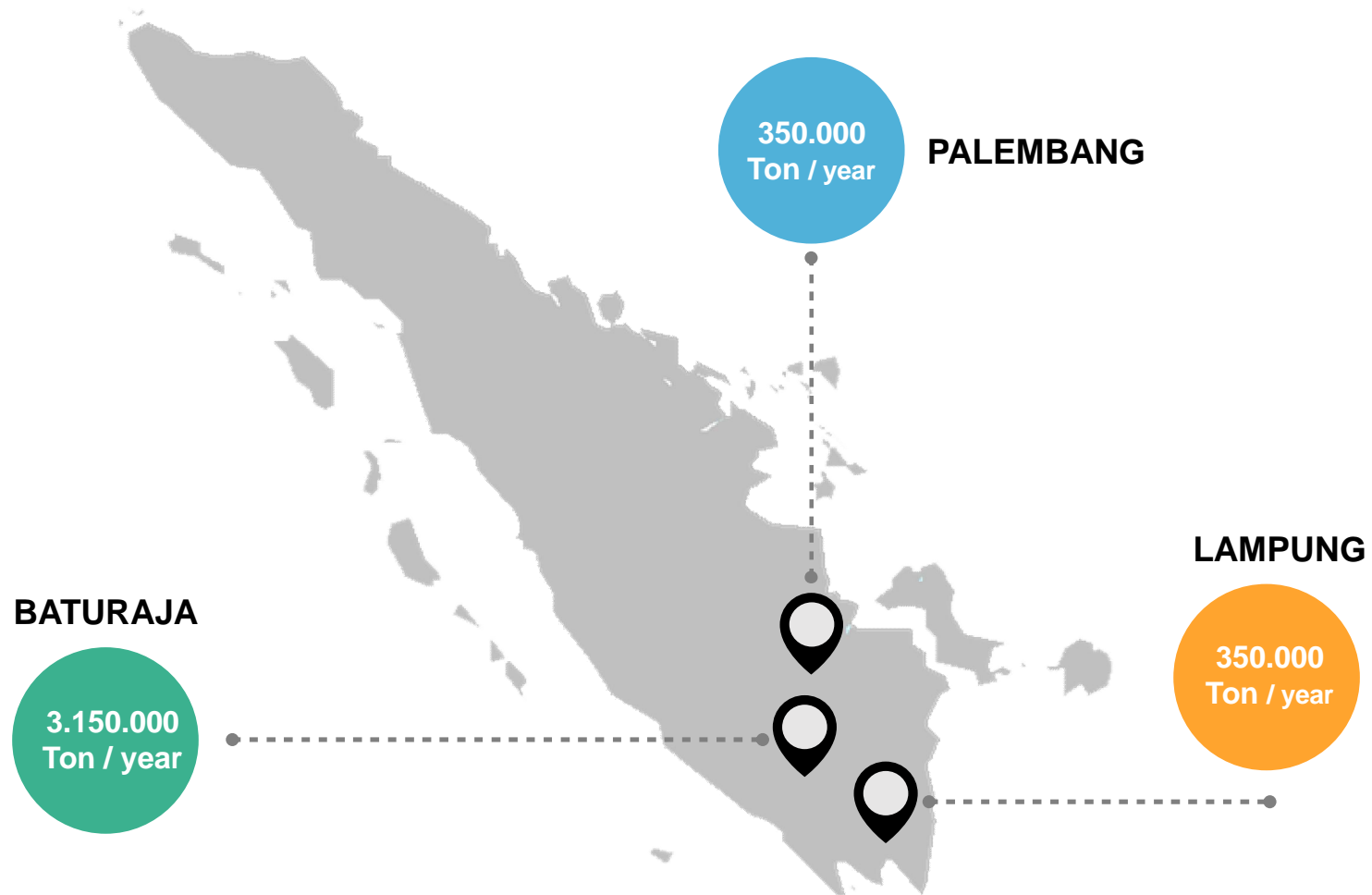
PUBLIC EXPOSE LIVE 2019

Seminar Room I - Indonesia Stock Exchange Building
Jakarta
August 21, 2019



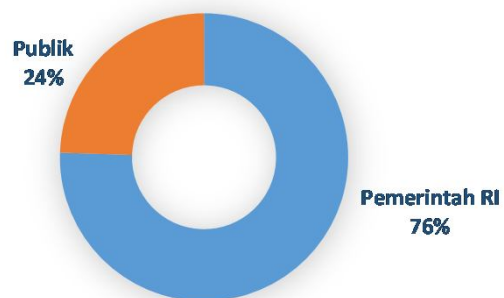
Location and Capacity of the Plant

With the company's market area in South Sumatra, Lampung, Bengkulu, Jambi and Bangka Belitung



Shareholders Structure as of June 2019

Shareholders Composition



Owner	Shareholder	Number of Shares	%
The Government of the Republic of Indonesia	1	7.500.000.000	75,51
Public	7.229	2.432.534.336	24,49

Top 5 Shareholders

SMBR*
Juni 2019

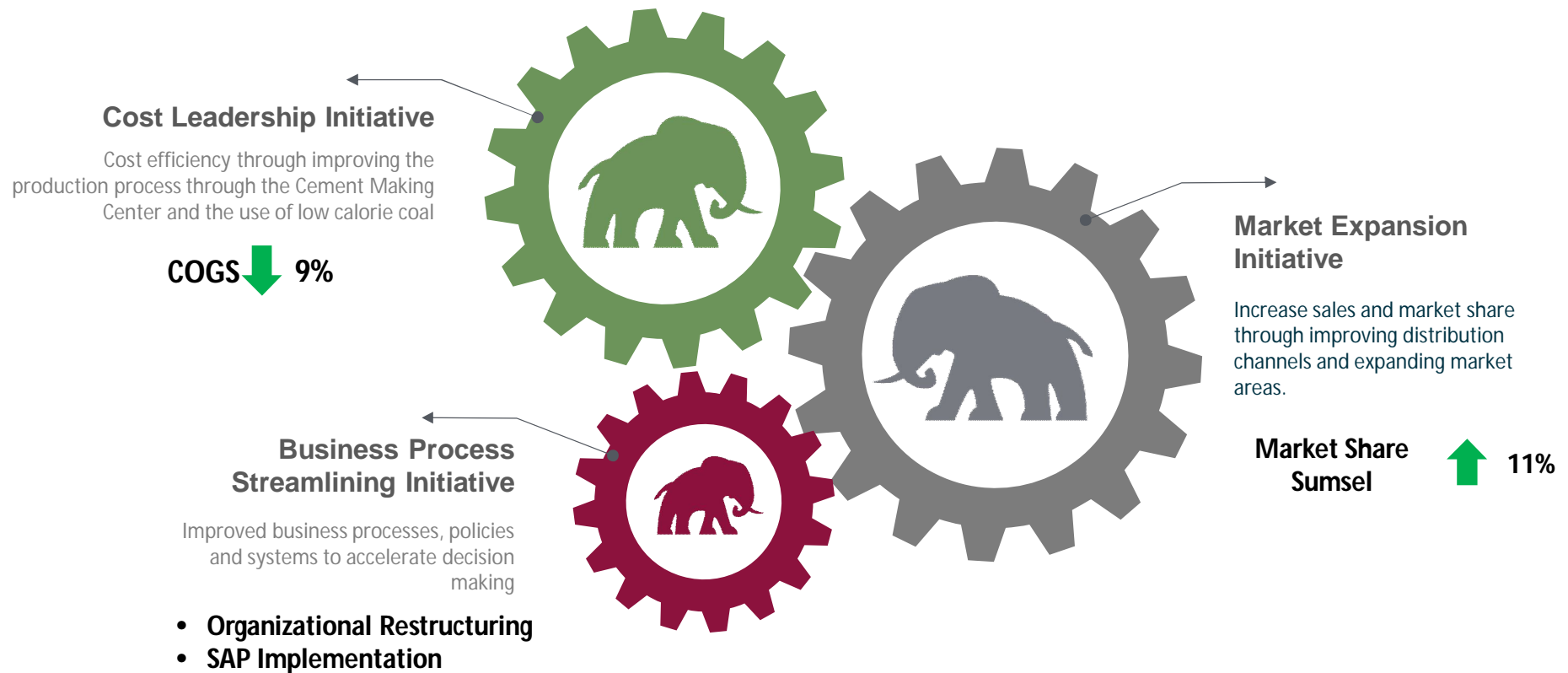
1. Asuransi Jiwasraya	9,19%
2. PT Asabri (Persero) – Dapen Polri	2,14%
3. PT Asabri (Persero) – Dapen TNI	2,12%
4. Reksa Dana KAM Kapital Otimal	0,61%
5. Reksa Dana Pinnacle Dana Prima	0,64%

* Excluding government ownership of 75.5%

- Institutional ownership in SMBR shares is still around 96.8% of total shares and 86.9% of outstanding shares.
- With foreign ownership 5.11% of total outstanding shares.
- The 5 largest shareholders of SMBR are owned by Asuransi Jiwasraya, Asabri, KAM Kapital Optimal, and Pinnacle Dana Prima Mutual Funds.

Tiga Gajah Initiative

Tiga Gajah Initiative is a step taken by Management to improve cost efficiency, increase market share and accelerate decision making aimed at improving the competitiveness and performance of the Company.



Demand Cement National for I H - 2019



Semen Baturaja

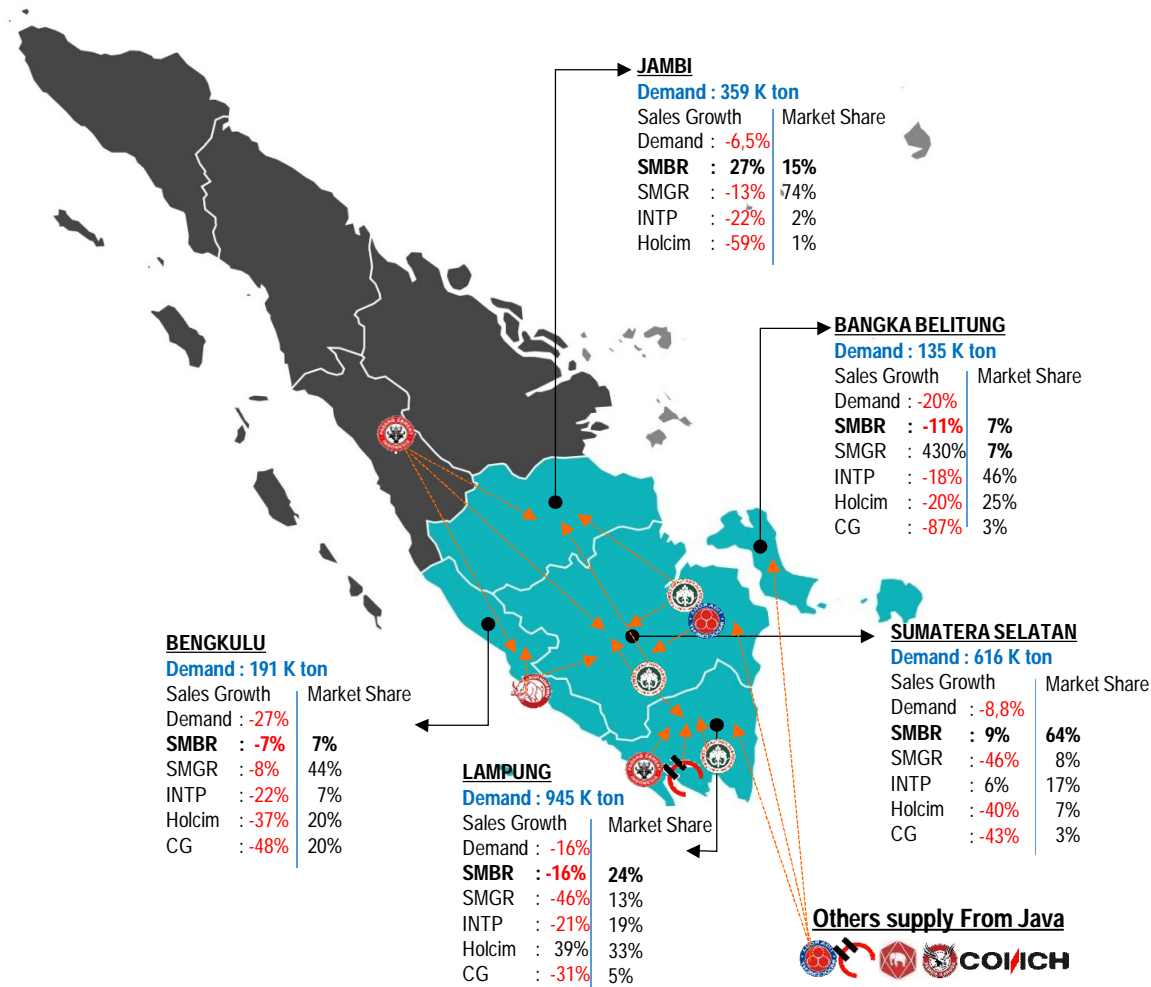
Area	(Tons)		
	I H 18	I H 19	(%)
Jambi	384.542	359.405	(6,5)
Sumsel	1.007.301	919.126	(8,8)
Bangka - Belitung	169.075	134.520	(20,4)
Bengkulu	262.398	191.374	(27,1)
Lampung	1.121.826	944.730	(15,8)
Total Sumbagsel	2.945.142	2.549.156	(13,4)
Total Sumatera	6.481.428	6.076.120	(6,3)
Total Jawa	16.801.662	16.327.040	(2,8)
Total Kalimantan	1.969.477	1.946.611	(1,2)
Total Sulawesi	2.428.594	2.452.168	1,0
Total Nusa Tenggara	1.671.674	1.796.855	7,5
Total Indonesia Timur	694.996	780.474	12,3
Total Indonesia	30.047.831	29.379.268	(2,2)

Source : Indonesian cement association

"Cement demand in the SMBR market area has decreased significantly"

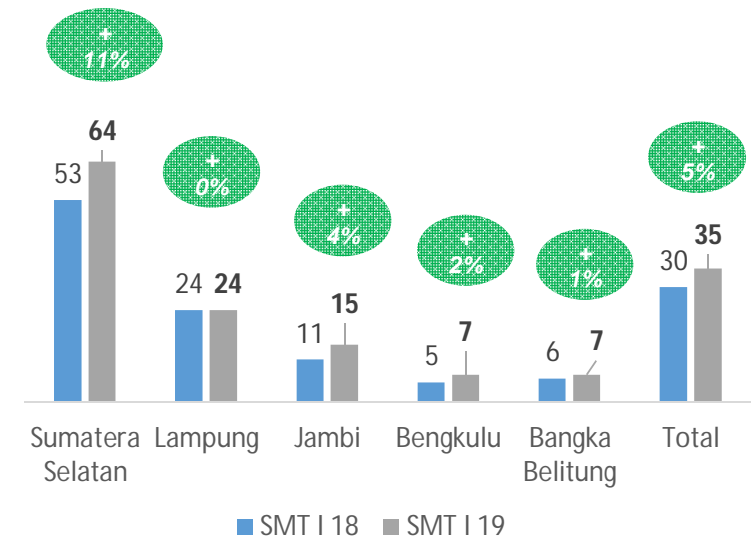


SMBR Market Outlook



- SMBR sales growth is better than the decrease in demand in the SMBR marketing area.
- Market share grows in all marketing areas of SMBR.

Increased Market Share



Source : Indonesian cement association

Operational Performance

Production

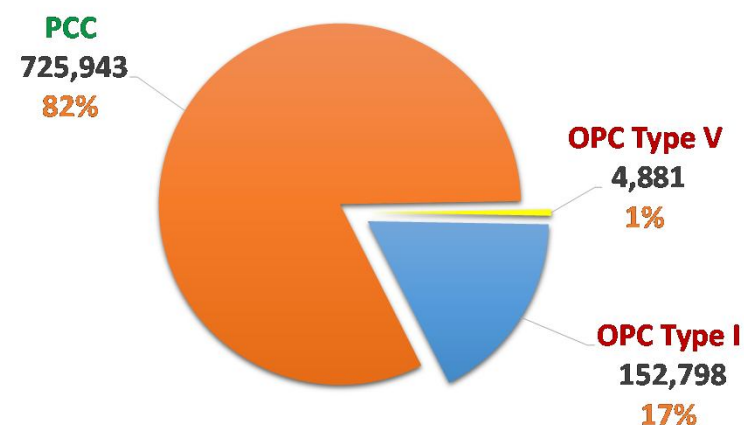
Production Volume	1H18	1H19	(%)
(Ton)	886.942	897.893	1,3

"SMBR cement production will continue to grow until Semester I-2019"

Sales Performance

Area	1H2018	1H2019	(%)
Sumatera Selatan	532,565	580,329	9.0
Lampung	268,564	226,439	(16)
Jambi	43,071	54,669	27
Bengkulu	14,132	13,124	(7)
Bangka Belitung	10,199	9,062	(11)
Total	868,530	883,622	2

Sales Composition

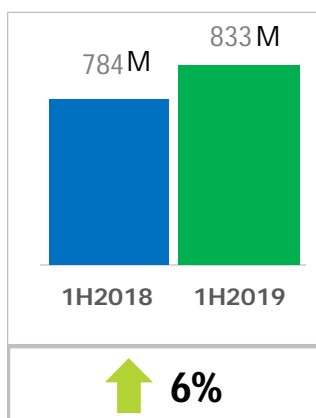


"Cement Demand in Southern Sumatra fell, but until Semester I-2019 SMBR sales continued to grow"

Profit & Loss I H 2019

Profit & Loss

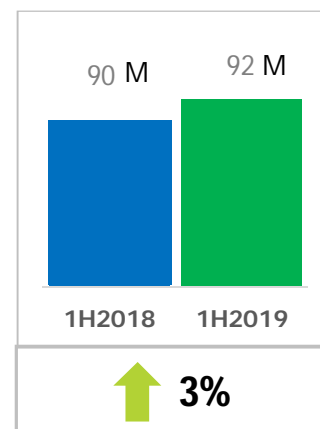
REVENUE



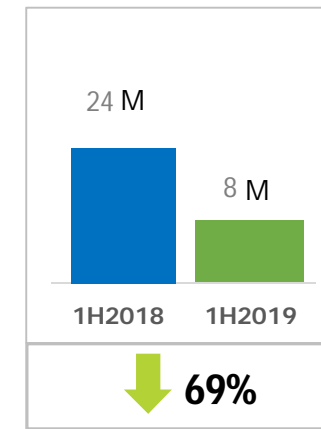
GROSS PROFIT



OPERATING PROFIT



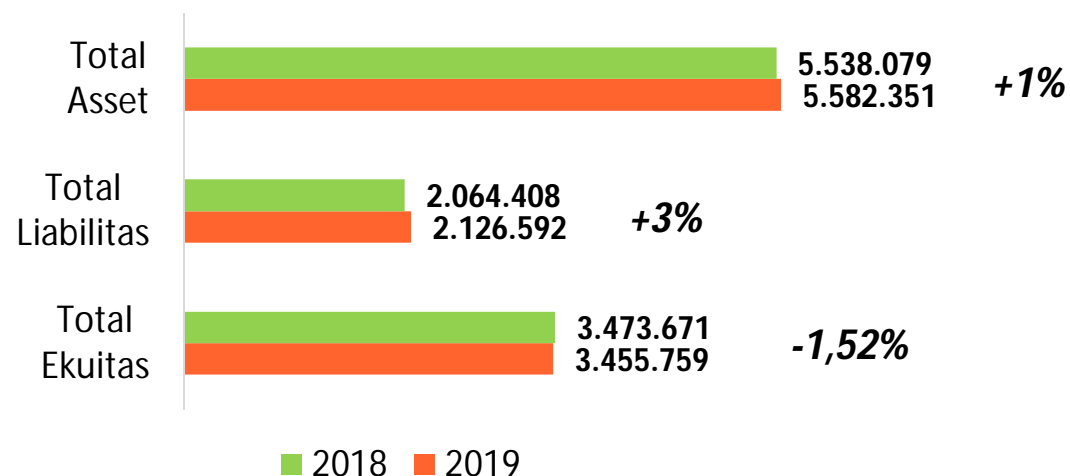
NET PROFIT



Income, Gross Profit and Operating Profit increased from last year, but net income decreased due to increased financial burden and income tax

(Source : Company)

Balance Sheet per 30 Juni 2019



- Current Ratio of the company is at the level of 230%
- The company's total assets grew by 1% compared to the previous year.
 - The DER (Debt to Equity Ratio) ratio is still at the level of 62%.

Land Acquisition Baturaja Factory II

- Location Next to Existing Mine
- SMBR Production Operation IUP
- 74% progress
- Target for completion in the second semester of 2019



The acquisition of the Limestone Quarry

Obtaining new sources of Batukapur reserves in the area around the Baturaja Factory to ensure the availability of raw materials for the existing factories (Baturaja Factory I and Baturaja II Factory) as well as competing cement entry barriers.

Location 35-40 km from the Existing Plant

Production Operation IUP



Baturaja Bulk Cement Facility, Palembang, Panjang

Increased plant efficiency through the "Cement Making Center"

- Facilities are integrated with the railroad transportation network
- 90% Engineering Progress
- Construction Progress 70%
- Target for completion in September 2019



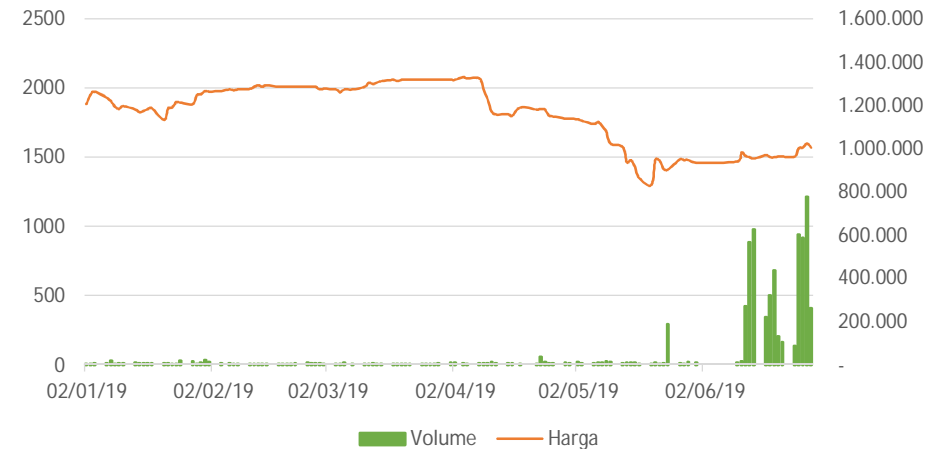
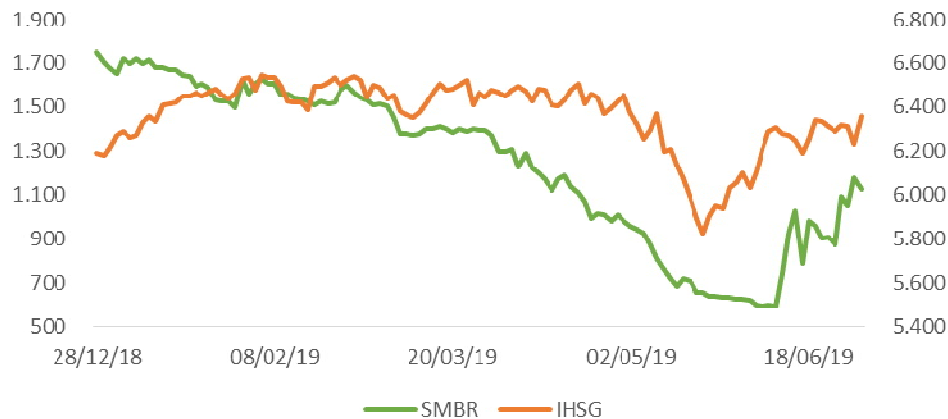
Baturaja Plant III

Capacity Development and Market Expansion

- Location of Jambi Province
- Phase of Feasibility Study
- Production capacity of 2 million tons



SMBR VS IHSG June 2019



- Until Semester I-2019, JCI gave a positive return of 2.65%
- SMBR is quite deep corrected, however, the current valuation of SMBR is still quite good with the Price Book Value Ratio 3 times, still in line with the industry average Book Value of 2-3 times.
- At the end of semester I-2019, SMBR's trade liquidity was seen to be getting better.
- The DER (Debt to Equity Ratio) ratio is still at the level of 62%

Thank You

