



PUBLIC EXPOSE

PT INDOCEMENT TUNGGAL PRAKARSA Tbk.



INDOCEMENT
Heidelberg Materials

Jakarta, 25 March 2025



Overview



Other Major Events



AGENDA

1. Market Overview

- Indocement market positioning
- Cement Market Evolution
- Cement Volume Development
- Cement Market Portion & Growth
- Java-Outside Java & Bag-Bulk Markets

2. Financial Performance

- Financial Result
- Balance Sheet & Key Financial Indicators

3. Operational Performance & Strategy

- Emission & Environmental Footprint Reduction
- Marketing Campaign
- Outlook

4. Human Capital, Good Works, & Awards

5. Question & Answer



Indocement Market Positioning

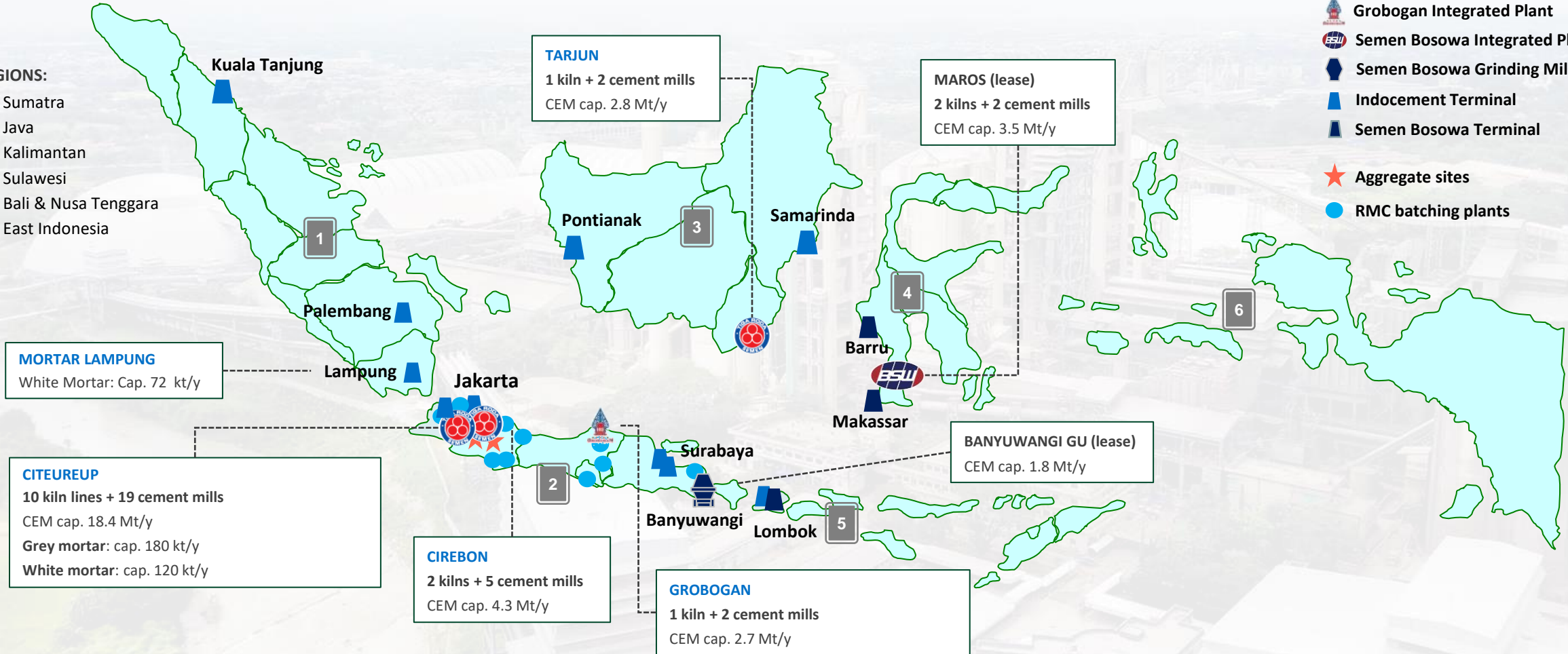


Production capacity: 23.3 Mt/y Clinker & 33.5 Mt/y Cement

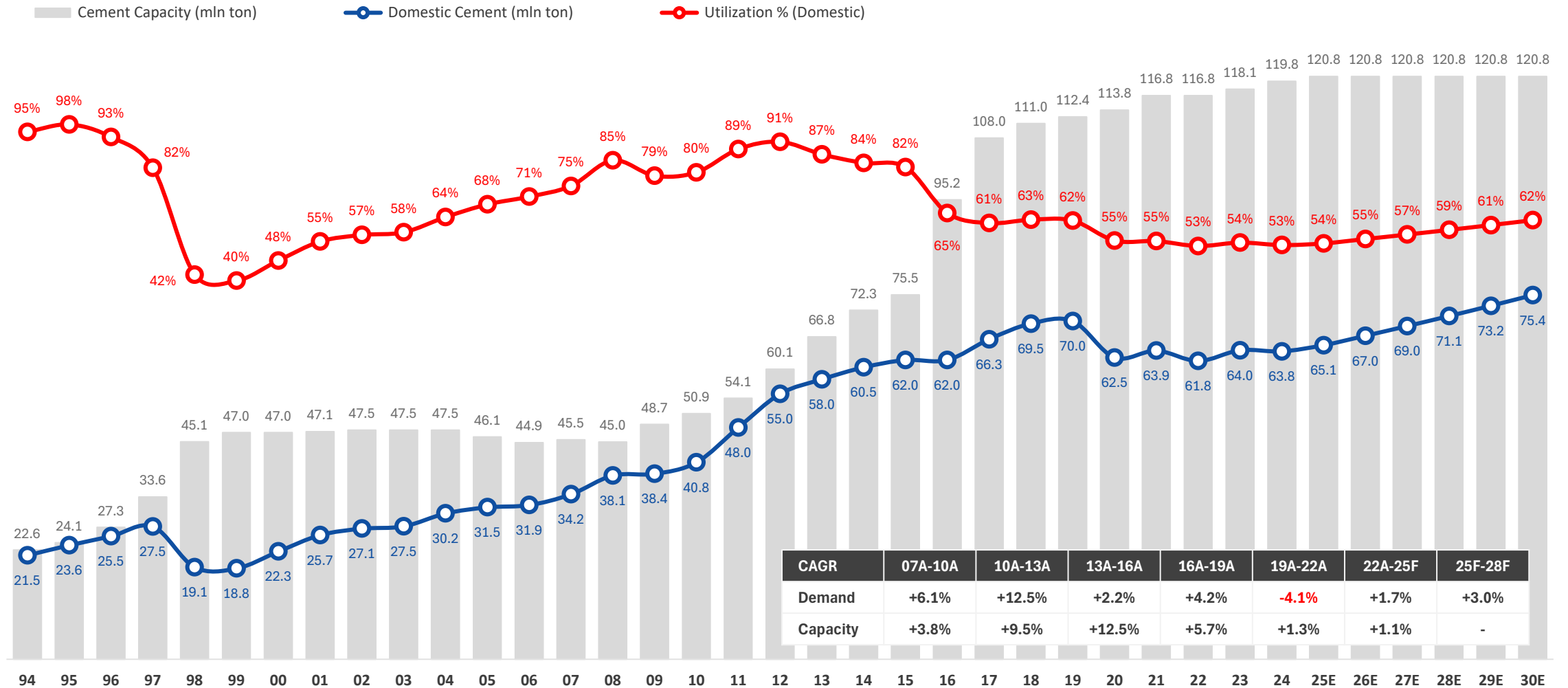
REGIONS:

- 1 Sumatra
- 2 Java
- 3 Kalimantan
- 4 Sulawesi
- 5 Bali & Nusa Tenggara
- 6 East Indonesia

- Indocement Integrated Plant
- Grobogan Integrated Plant
- Semen Bosowa Integrated Plant
- Semen Bosowa Grinding Mill
- Indocement Terminal
- Semen Bosowa Terminal
- Aggregate sites
- RMC batching plants



Cement Market Evolution

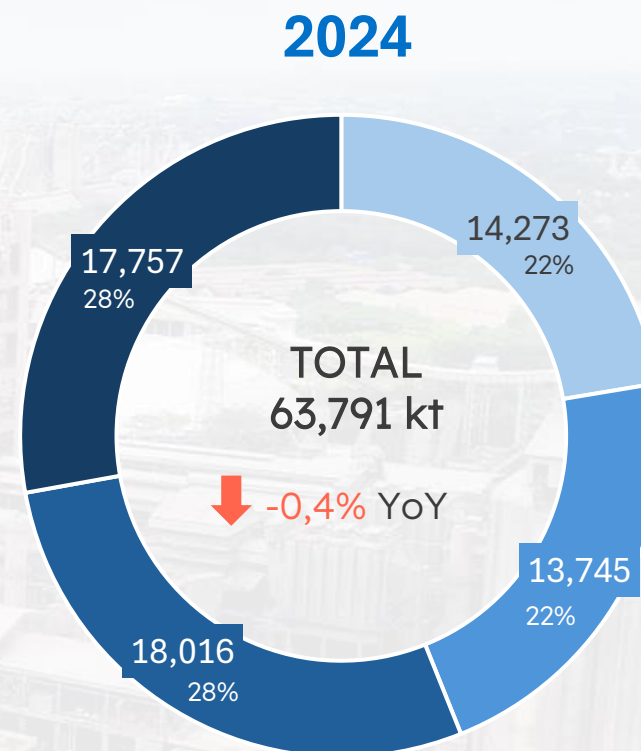
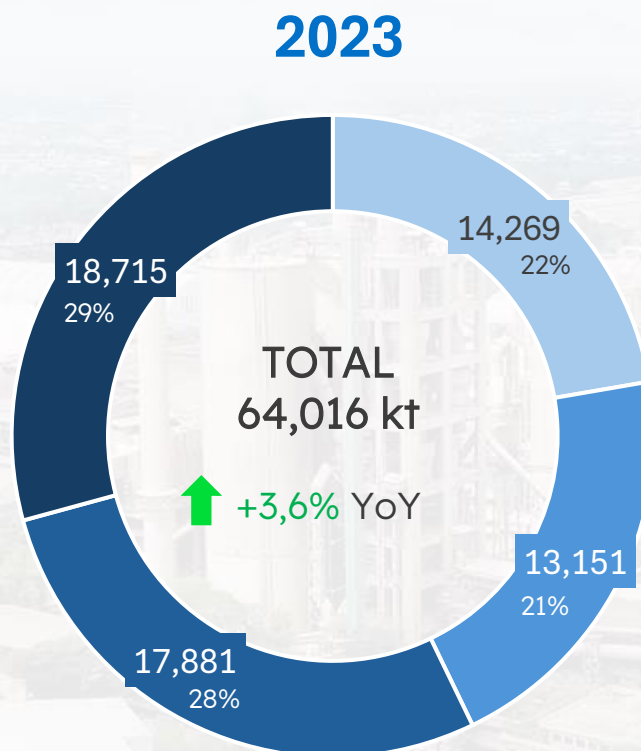
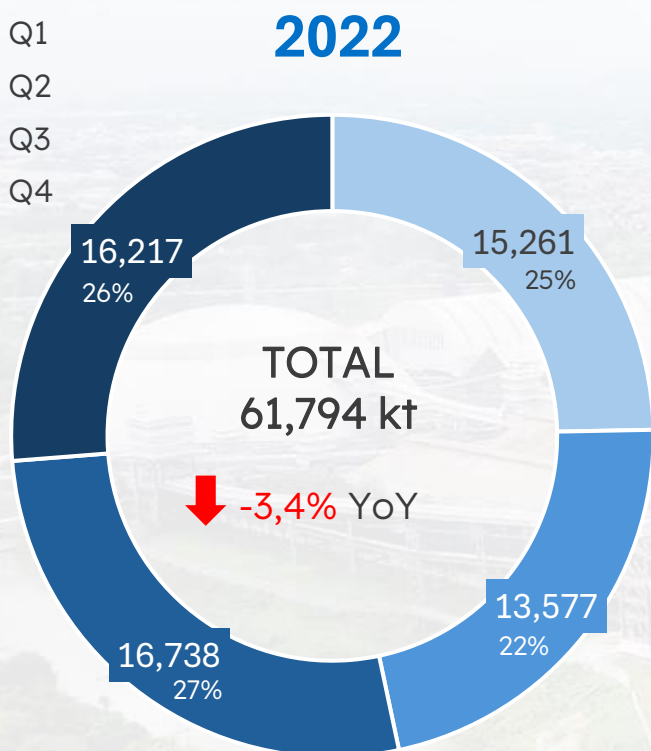


CAGR	07A-10A	10A-13A	13A-16A	16A-19A	19A-22A	22A-25F	25F-28F
Demand	+6.1%	+12.5%	+2.2%	+4.2%	-4.1%	+1.7%	+3.0%
Capacity	+3.8%	+9.5%	+12.5%	+5.7%	+1.3%	+1.1%	-

Cement Volume Development by Quarter | in kt



- Q1
- Q2
- Q3
- Q4



2022 H1	28,839 kt	46.7%
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2022 H2	32,956 kt	53.3%
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2023 H1	27,420 kt	42.8%
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2023 H2	36,596 kt	57.2%
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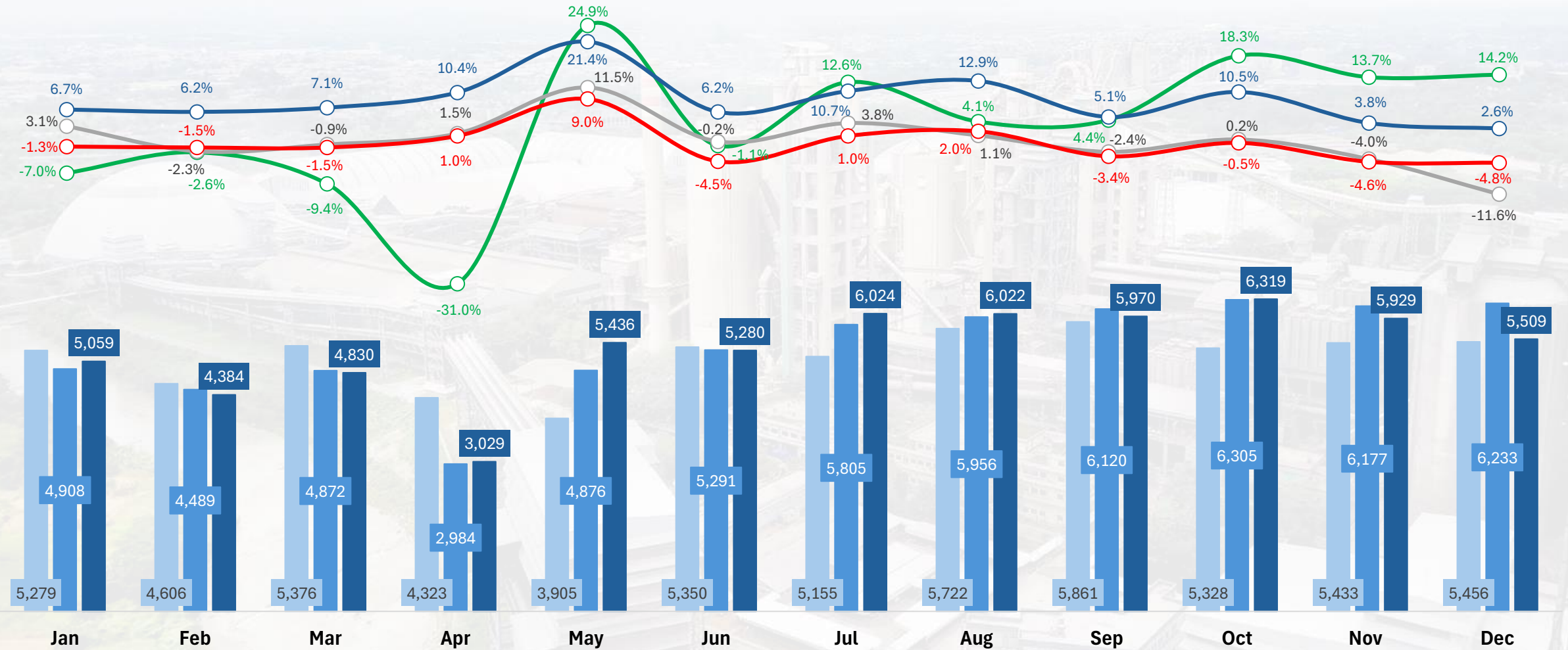
2024 H1	28,018 kt	43.9%
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2024 H2	35,773 kt	56.1%
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Cement Volume Development on Monthly Basis



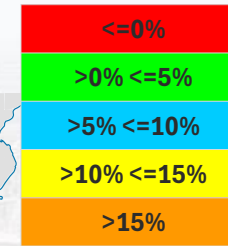
■ Market Volume 2022
 ■ Market Volume 2023
 ■ Market Volume 2024
 —○— 2023 Market YoY Growth
 —○— 2024 Market YoY Growth
 —○— 2024 INTP Growth (all)
 —○— 2024 INTP Growth (excl. Grobogan)



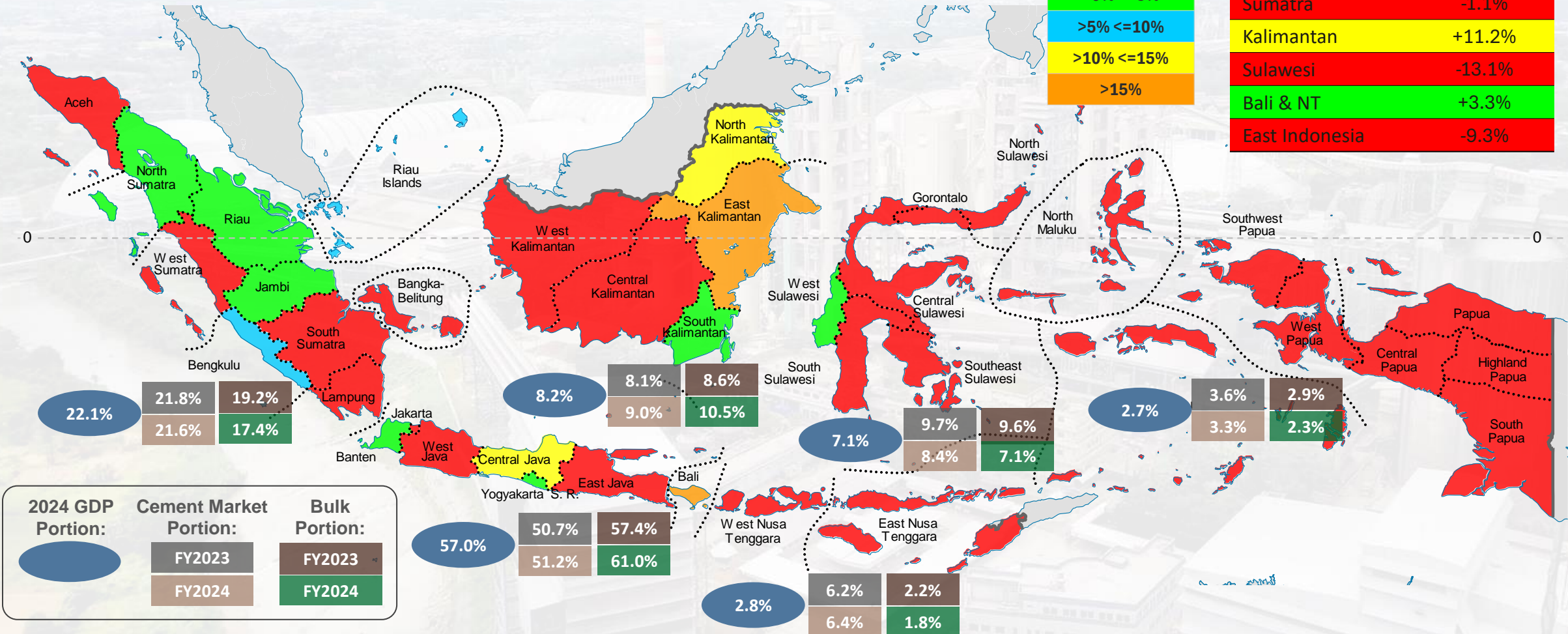
Cement Market Portion & Growth

- Continuous strong bulk demand in North Kalimantan & East Kalimantan from construction of new capital city
- Growth in Central Java is from Semen Grobogan 2024 volume as its 2023 volume was not reported to Indonesia Cement Association

YoY Area Growth:



Area	FY2024 Volume
Java	+0.7%
Sumatra	-1.1%
Kalimantan	+11.2%
Sulawesi	-13.1%
Bali & NT	+3.3%
East Indonesia	-9.3%



Java/Outside Java Markets & Bulk/Bag Markets

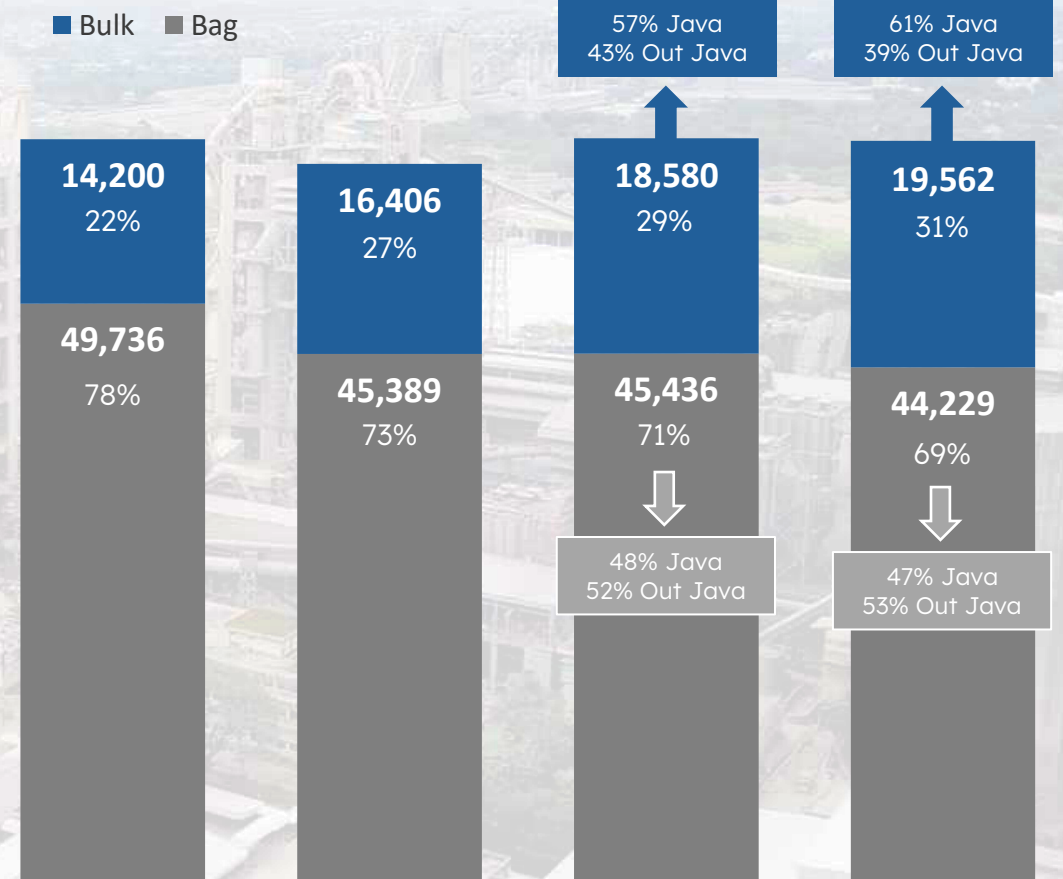
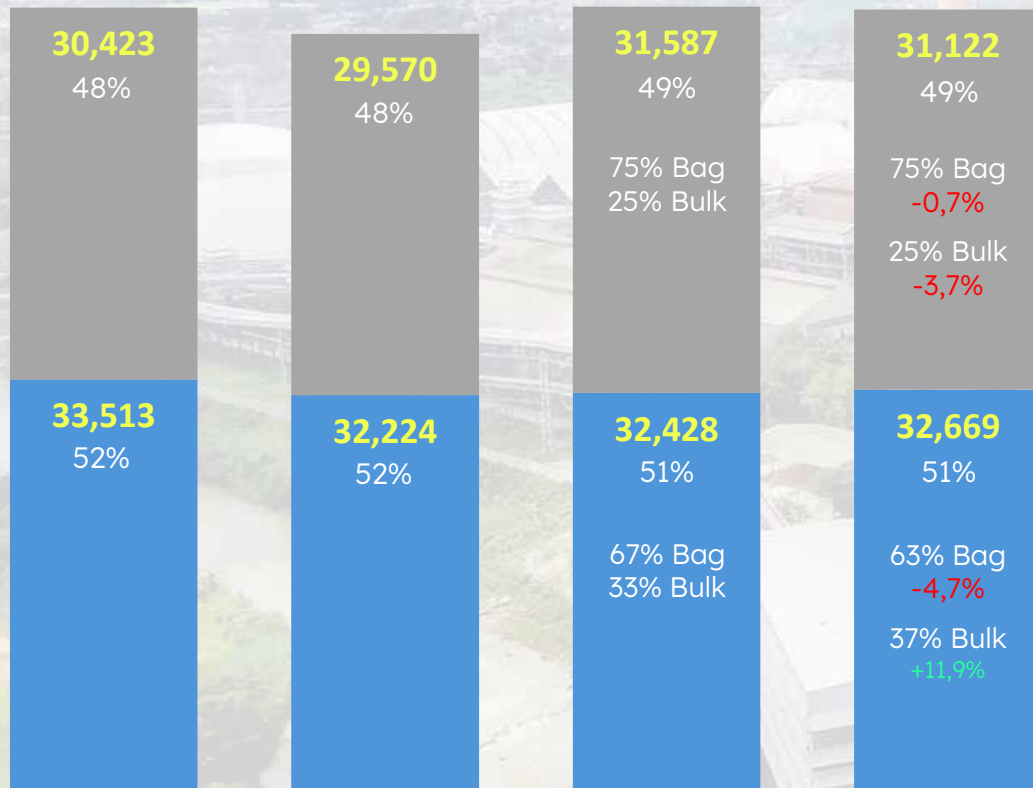


Market Demand in Java & Outside Java | in kt

Market Demand for Bulk & Bag | in kt

■ Outside Java ■ Java

■ Bulk ■ Bag



2021

2022

2023

2024

2021

2022

2023

2024

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Financial Result



Balance Sheet & Key Financial Indicators



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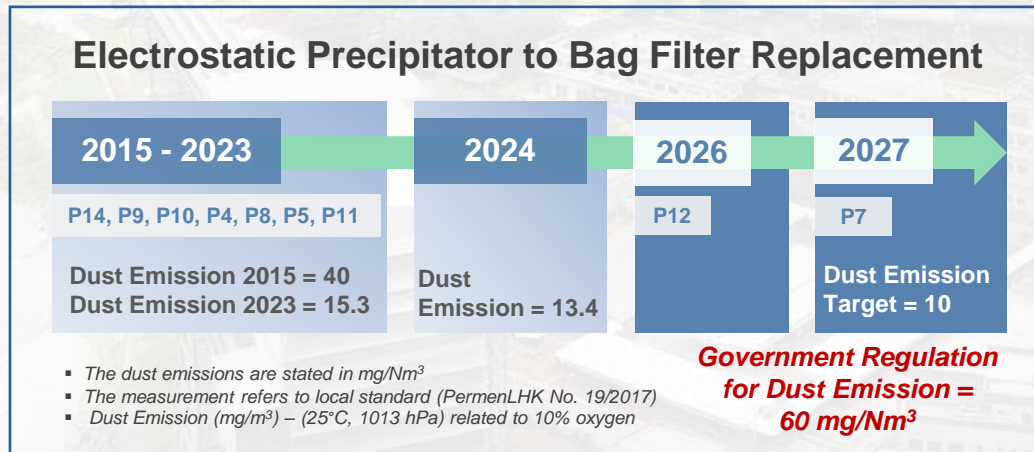
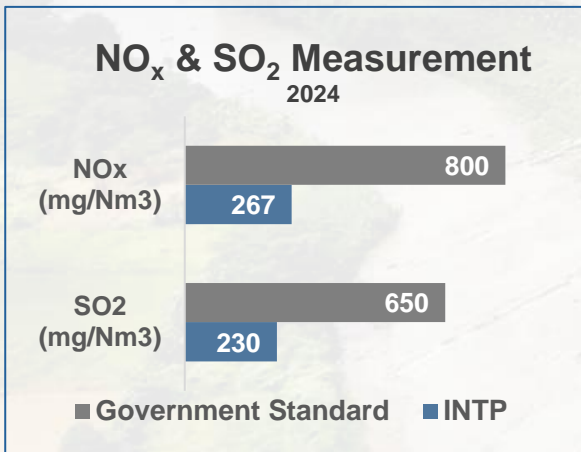
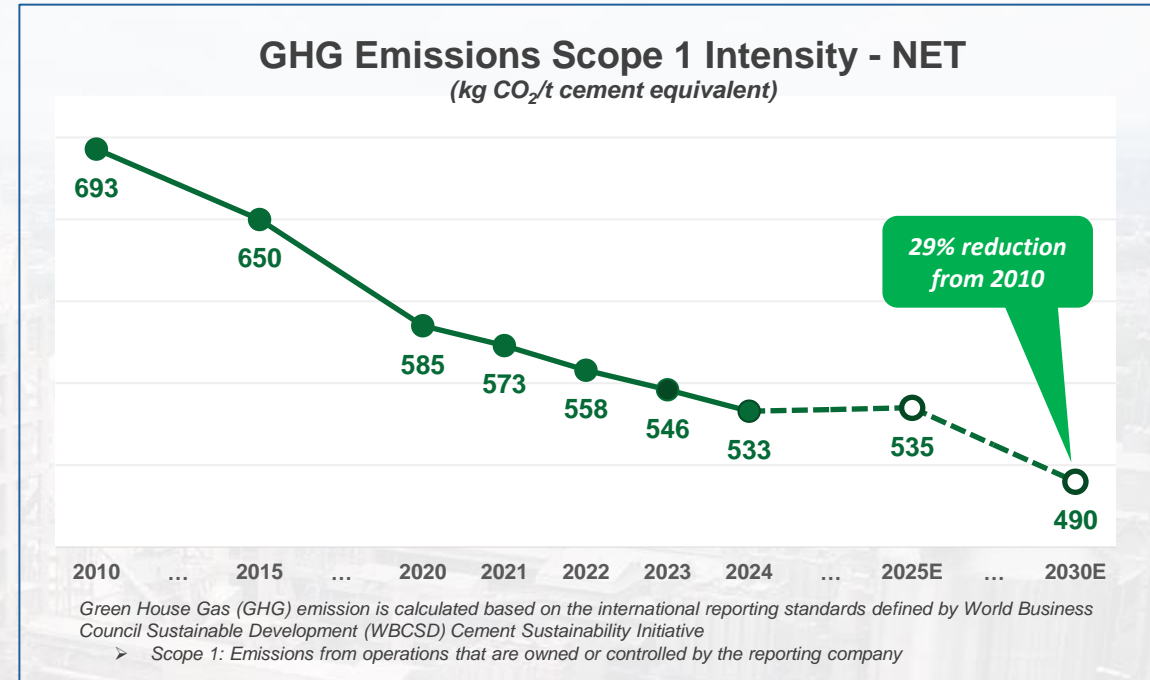
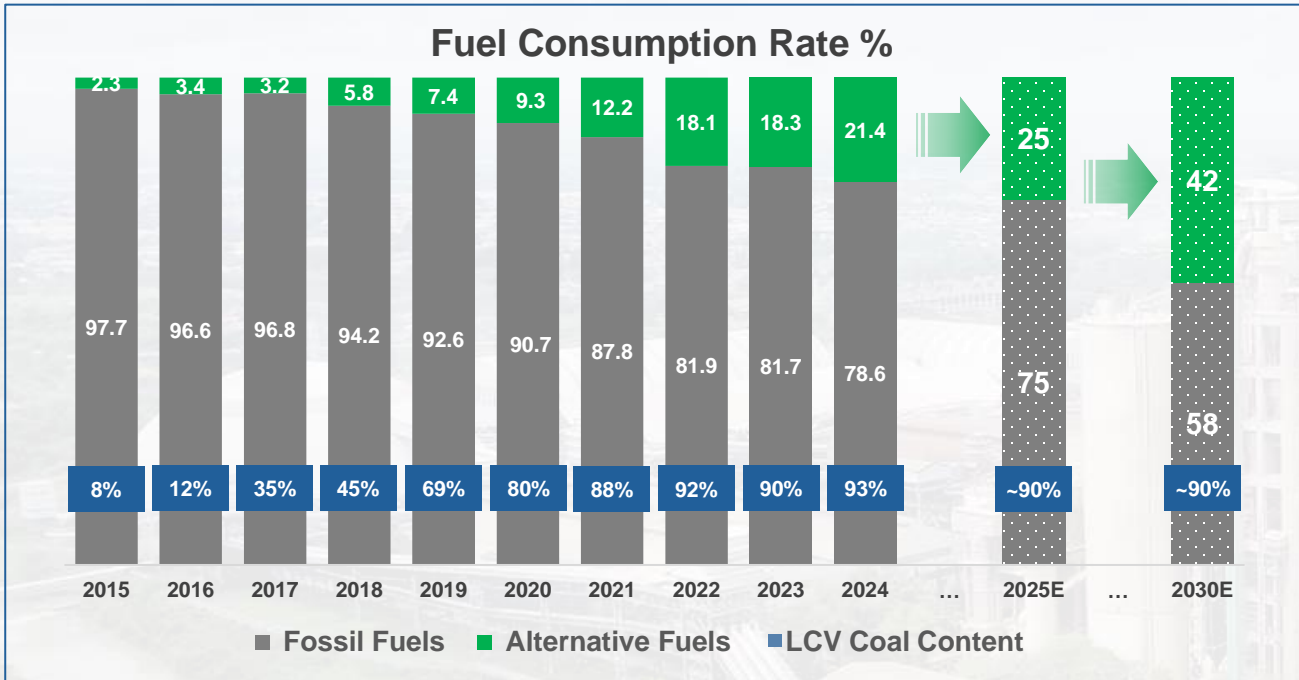
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Emission Reduction



Solar Panel Installation (ground-mounted)

Location	Capacity (MWp DC)	Output (GWh/year)	Potential CO ₂ Reduction (ton/year)
Tarjun (Q2 2025)	19.65	26.37	31k
Citeureup (Q2 2025)	32.5	45	40k



Reducing CO₂ emissions remains a top priority for Indocement 'Green Strategic Project'

P11 SLC Storage, Extraction, & Transportation



SLC Storage (Inside & OHC)



Trial with RDF Material



SLC Apron Feeder



SLC Weighing Feeder



"UNTHA" shredder

HIGHER CONSUMPTION OF AF IN EXISTING PLANTS:

- P11 Hot Disc modification to achieve optimum efficiency
- Citeureup new shredder "UNTHA" 15-25tph commissioned in Feb25 for municipal waste & plastics, supplying AF to P8 & P14
- P12 Tarjun modification of AF feeding SLC Line

Grobogan & Maros



Phase 2 Grobogan Rice Husk Feeding Facility



CONTINUES IMPROVEMENT FOR MAROS & GROBOGAN:

- P16 Rice Husk feeding facilities completed in Sep24, capacity up to 40 tph feed design.
- P18 Biomass/Rice Husk feeding facilities. Phase 1 pneumatic conveying/dosing with capacity up to 10tph. Continuing to Phase 2 (Bulk AF Feeding/dosing) with capacity up to 40 tph

RDF



Bantar Gebang Municipal Waste



SECURING AF SUPPLIES WHILE ALSO REDUCING WASTE FOR THE ENVIRONMENT: RDF OFFTAKE

- Indocement is off-taker RDF from Jakarta Waste Processing Facilities Bantargebang: Coarse RDF throughput has increased to **500 tpd**.
- Indocement have secured a contract with RDF Plant Rorotan for **875 tpd**.

Environmental Footprint Reduction

	Portland Composite Cement (PCC)	Portland Slag Cement	Hydraulic Cement
Clinker Ratio	Currently 56%–58%. <i>The new SNI standard is 55%</i>	45%–50%	75%–78%
CO ₂ Reduction (compared to OPC)	30%–35%	50%–55%	10%–15%
Characteristic	<ul style="list-style-type: none"> Distributed in Bag. 	<ul style="list-style-type: none"> Distributed in Bulk. Low hydration heat, sulfate resistant, high durability, & longer compressive growth period. Suitable for mass concrete projects, dams, & jetties. Used in Patimban port construction. 	<ul style="list-style-type: none"> Distributed in Bulk. Better strength with extraordinary durability than OPC. For infrastructure, high-rise building, & precast industry. 



2024 Marketing Campaign

Campaign Objectives: To invite end-users so they can decide which materials to be used and choose Semen Tiga Roda to build or renovate their homes



TVC
#Saatnya Kamu Yang Memutuskan

Riding on the election moment, we were successfully running the Video Campaign on TV, Social Media and OOH



Video Series
#Kokohnya Dimulai Dari Sini

3 video series about key advantages of Semen Tiga Roda, by showing the “beauty” of our Operation and People



Saatnya Bergabung Menjadi Pelanggan SETIA
#PelangganSETIA

Testimonial from celebrity who use Tiga Roda to build their house

- Wulan Guritno – Artist
- Rizki Ridho – Football Player
- Yura Yunita – Singer
- Tya Aristya - Influencer

Total Views
65,000,000

Total Reach
68,000,000



TOP Brand Index

64% (Highest Ever)

Future Marketing Campaign

- ➔ Introducing new Unique Selling Point for Mortar Tiga Roda: *HYBRID* Formula
- ➔ Launching Video Series Campaign for Mortar products



Why Hybrid Formula :

- We need to strengthen the Unique Selling Values of Mortar products for deeper market penetration
- *HYBRID* is a strong key word today expressing double benefits on one product and the updated technology
- Each of our Mortar product can be conveyed as *HYBRID* Formula with double benefits
- Align with *MASTERTECH* Formula on cement, we have *HYBRID* Formula on Mortar

TR-10 for Plastering



[click here to see TR-10 video!](#)

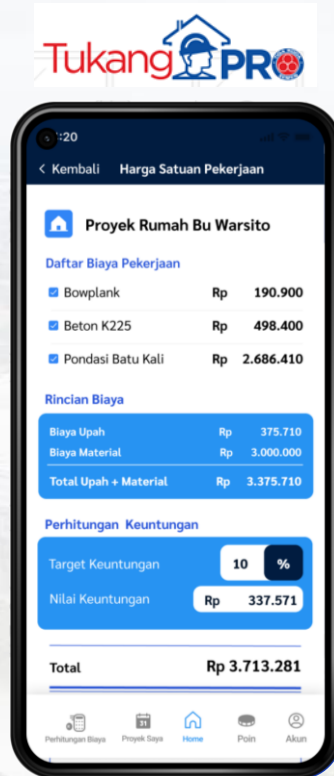
TR-30 for Finishing



[click here to see TR-30 video!](#)



Sales Digital Transformation Program



We have "Tukang Pro", an application to assist mason in making project RAB (Budget Plan) costs. Our SETARA mason is the first implementor of this digital tool. ±3,100 registered users.



TIRO System now covers Semen Grobogan sales operations, joined with over a thousand of TIRO sales frontliners across Indonesia with the same rhythm.



Applying next-level data analytics coming from big data captured in TIRO & ERP collaborated in Tableau® solution.

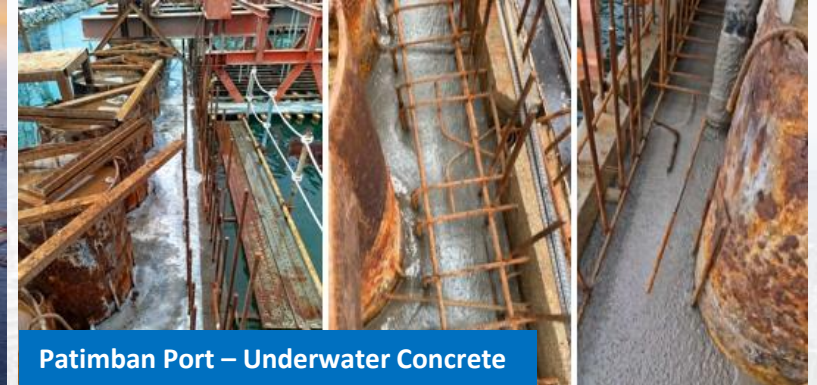
Major Projects Supplied by Our Ready-Mix Concrete Unit



LRT Jakarta 1B (Velodrome–Manggarai)



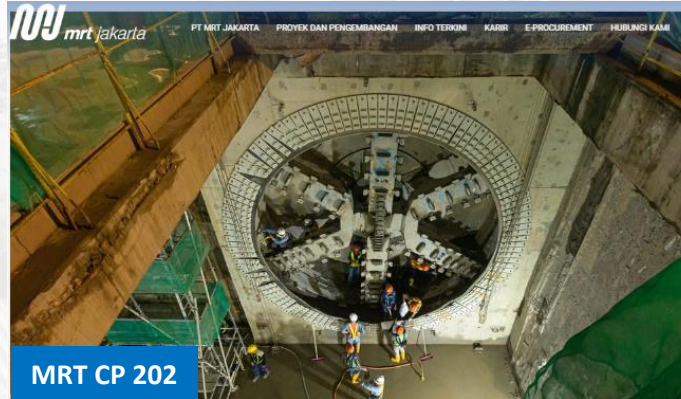
Patimban Port



Patimban Port – Underwater Concrete



Toll Harbour Road II – Ancol Pluit



MRT CP 202



SPAM Buaran III



GBK Stadium - Pervious Concrete



Summarecon Mall Bekasi



Nusantara International Convention Center – PIK



JAC Tower



Two Sudirman - OASIS

Outlook



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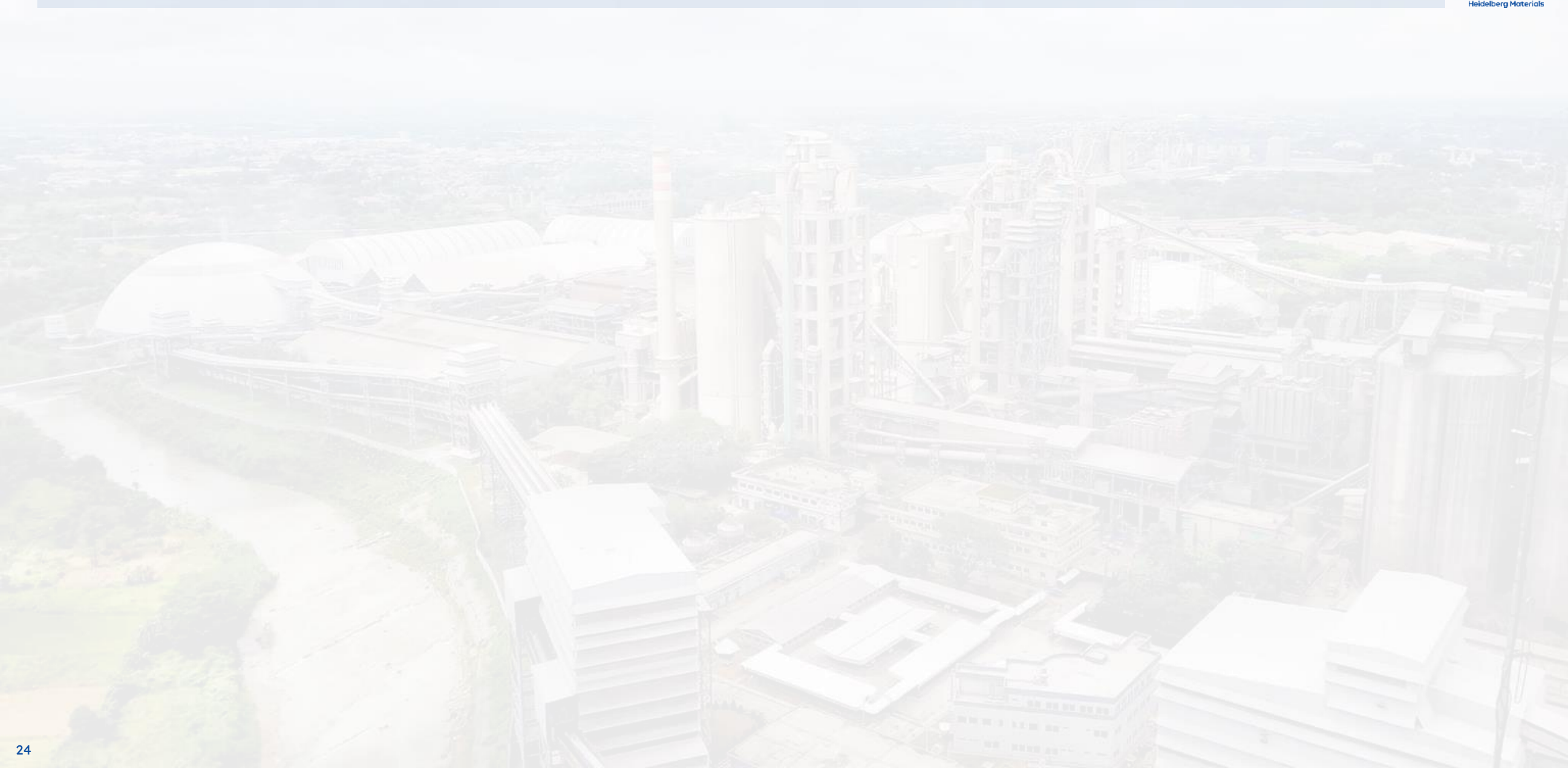
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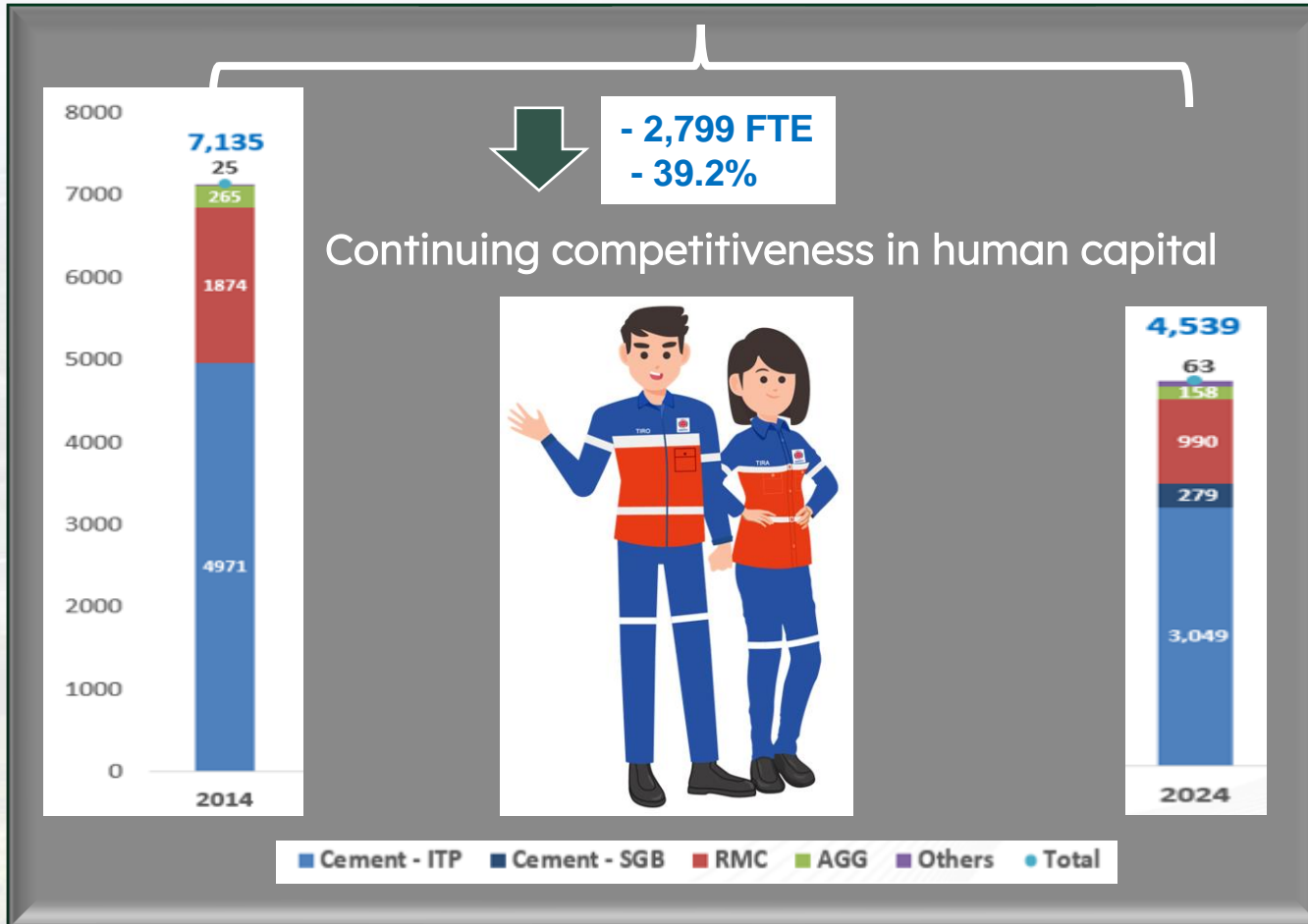


Human Capital, Good Works, & Awards

Human Capital and Good Works



Human Capital and Good Works



SAFETY AT WORK IS OUR PRIORITY!
“No Fatality in 2024”



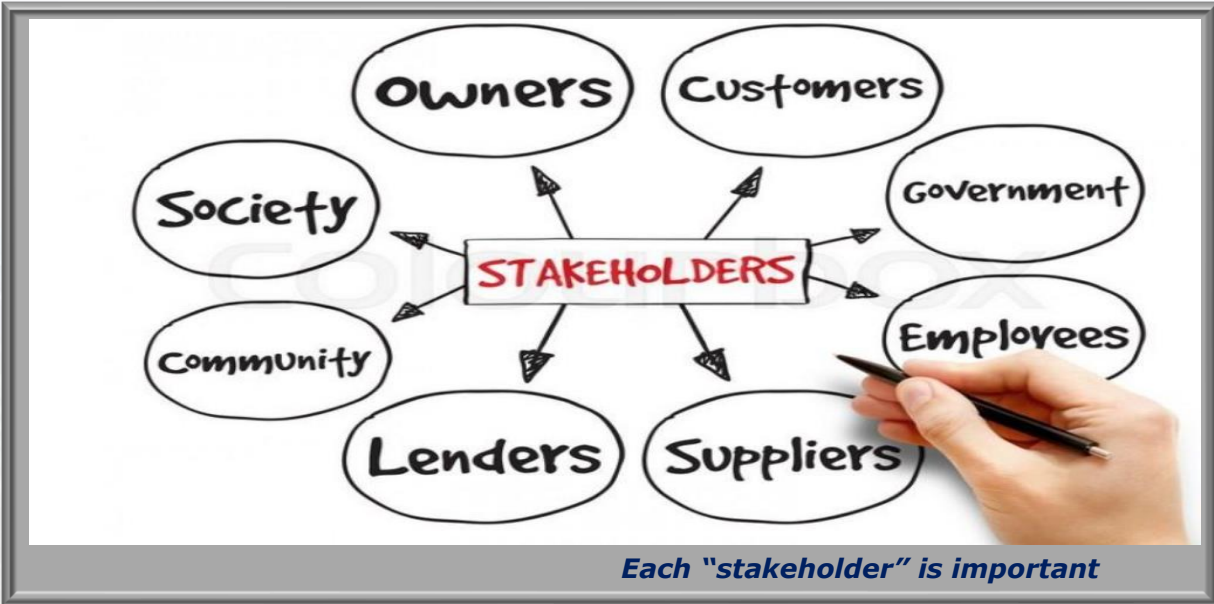
Routine Safety Inspection by BOD and the Management



Management Trainee 2024 – Continuing regeneration by preparing the future leaders.

- Competitiveness continues to increase along with increasingly efficient human capital and on the other hand cement capacity increases by 38% from 20.5 million tons in 2014 to 28.3 million tons in 2024 (excluding Maros & Banyuwangi).
- Improve the competence in line with training provided.

“Living in Harmony” – is the Key for Sustainable Growth



Activities to strengthen our togetherness



Indocement is our “second home”



Harmonious living together with our surrounding Communities



Indocement corporate culture is the tool to unite all of the employees



"Our Good Works" in Action

Research, Training, and Empowerment Community Center (P4M) – "3 Roda Edu-Green Park"

Educational tourism destination for all ages:
3,000 visitors ranging from playgroup students to professors

Educational & Interactive Activities:

- Training in agriculture, fisheries, and livestock cultivation
- Exploring the cement production process
- Learning about cement technology
- Catching fish in ponds

Learn & Adventure with Indocement:

- Supporting education through experiential learning & environmental awareness



"Our Good Works" in Action

Indocement Invites Partner Schools to Manage Waste through "Education on BSF Maggots & Plastic Waste"

- As part of its 50th Anniversary celebrations, Indocement organized waste management education at P4M, Citeureup Plant Complex on 20 February 2025.
- The event was attended by 21 Adiwiyata Schools, partners of Indocement's CSR program.
- Participants received education on organic waste management using BSF maggots as solutions for organic fertilizer and animal feed, as well as sorting plastic waste.
- Through this educational program, Indocement hopes its partner schools will increase their awareness of sustainable waste management.



"Our Good Works" in Action

Indocement Cirebon Organizes "Stunting Prevention Education & Supplementary Food Provision for Toddlers"

- As part of its 50th Anniversary celebrations, Indocement Cirebon Plant organized **Stunting Prevention Education and Supplementary Food Provision (PMT)** for toddlers experiencing stagnant weight gain on 19 February 2025 in P4M.
- In collaboration with **Gempol, Winong, and Ciwaringin Community Health Centers (Puskesmas)** and village midwives, the event involved 25 toddlers from partner villages.
- Participants received balanced nutrition education and supplementary food for the next 14 days, with monitoring by community health centers and village health cadres.
- This initiative aims to improve children's nutritional status and support early prevention of stunting.



”Our Good Works” in Action

Indocement Tarjun Organizes Voluntary Teaching Program “Indocement Mengajar”

- Open Junior and Senior High School of Langadai Village
- Subjects: English, Mathematics, Chemistry, and Information Technology (IT)
Participants: 41 Junior High School students and 36 Senior High School students
Indocement employees volunteered as teachers.
- This program is expected to have a positive impact on improving educational quality in their schools.



Awards 2024

7 March

PR Indonesia Awards – PR Indonesia

- Gold Winner - Private Corporate Category Annual Report Sub-Category Sustainability Report
- Gold Winner - Private Corporate Category for CSR Communication Program Sub-Category Community Based Development
- Bronze Winner - Private Corporate Category Annual Report Sub-Category Annual Report



29 April

TOP CSR Awards 2024 - Top Business Magazine

- TOP CSR Awards 2024 #Platinum Trophy
- TOP CSR Awards 2024 #Star 5
- TOP Leader on CSR Commitment 2024 for President Director of Indocement - Christian Kartawijaya



Best Corporate Transparency and Emission Reduction 2024 - investorturst and BGK Foundation

- *GREEN* - Corporate Emission Reduction Transparency
- *PLATINUM* - Transparency of Corporate Emission Calculations



7 May

CSR and Sustainable Village Development Awards 2024 - Ministry of Villages, Development of Disadvantaged Regions and Transmigration of the Republic of Indonesia

- Gold - SABARA Program (Waste as a Substitute for Coal)-score: 91.30
- Silver - Institutional Capacity Development Program of BUM Berkarya Kedungbunder Village in Operating Used Tires as Alternative Fuel for Cement-score: 84.14

13 June

Bisnis Indonesia Awards – Bisnis Indonesia

- Construction Materials Category

26 July

Issuer Appreciation 2024 TEMPO-IDNFINANCIALS 52 Index – Tempo IDNFinancials

- Category: Main Index, High Dividend, High Market Capitalization



31 July

Environmental and Social Innovation Awards 2024 - Ministry of Environment and Forestry (KLHK)

- Platinum Winner for the B3 Waste Reduction Innovation Category through the Used B109d Bag Filter Utilization program as a Substitute for Fossil Energy (PAGER SIRI)
- Gold Winner for the Social Innovation Category through the Waste Processing into Energy program through Community Empowerment (PALIMANAN MERDEKA)



11 August

Appreciation of PROKLIM Support - Ministry of Environment and Forestry (KLHK)

- PT Indocement Tunggal Prakarsa Tbk.



27 August

TOP Brand - Marketing Frontier Technology Magazine

- Semen Tiga Roda for Cement Category



25 September

Indonesia Best CX-EX Strategy 2024 – SWA Magazine

- Predicate: Very Good



Awards 2024



7 October

Annual Report Awards 2024 – National Committee on Governance Policy

- Non-BUMN/Non-BUMD Non-Financial Category



10 October

Subroto Awards - Ministry of Energy and Mineral Resources of the Republic of Indonesia

- The Most Innovative Mineral Community Development and Empowerment (PPM) Sector



13 November

49th International Convention on Quality Control Circles (ICQCC) - Sri Lanka Association for the Advancement of Quality and Productivity (SLAAQP)

- Gold Awards



14 November

Indonesia CSR Awards (ICA) 2024 and Indonesia Sustainable Development Awards (ISDA) 2024 - Corporate Forum for CSD Development

- ICA 2024 Category Platinum - Core Subject Inti (7E) CID
- ISDA 2024 Category Platinum - SDG 7.3 Economy Pillar



17 December

The Economics

- Indonesia TOP 20 GCG Awards 2024
- Indonesia 20 Best Corporate Secretary Awards 2024



24 February

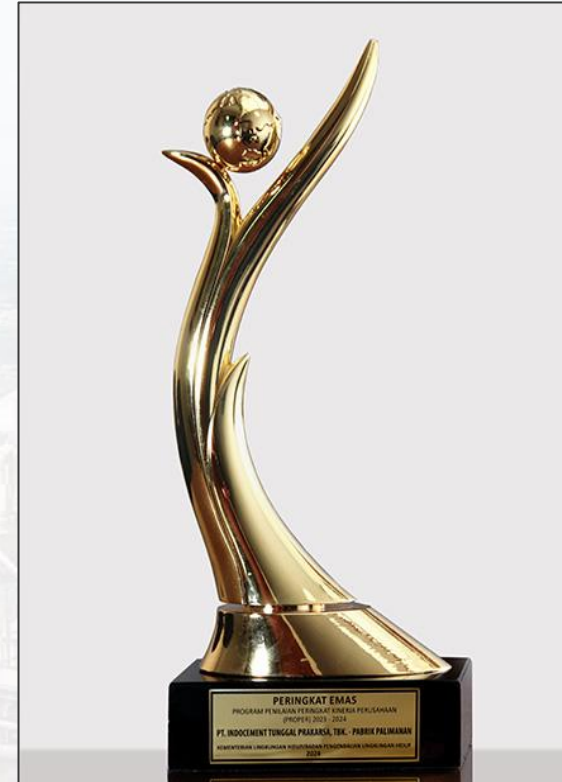
PROPER - Ministry of Environment of the Republic of Indonesia

- Gold - Cirebon Factory
- Green - Citeureup Factory
- Green - Tarjun Factory

26 February

PRIA – PR Indonesia

- Gold - Private Corporate Sector Annual Report Category Sustainability Report Sub-Category
- Gold - Private Corporate Sector Annual Report Category Annual Report Sub-Category
- Silver - Private Corporate Sector CSR Communication Program Category Community Based Development Sub-Category



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Thank You



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