



PUBLIC EXPOSE

PT INDOCEMENT TUNGGAL PRAKARSA Tbk.



INDOCEMENT
Heidelberg Materials

Jakarta, 25 March 2025



Overview

CEMENT MARKET | KEY INDICATORS

Domestic Cement market

-0.4%
vs 2023



Bag Cement

-2.7%
vs 2023

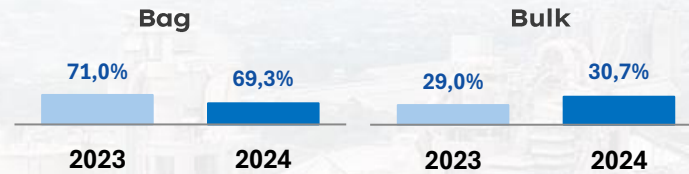


Bulk Cement

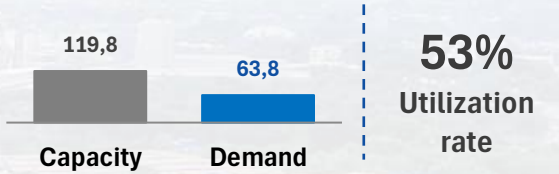
+5.3%
vs 2023



Bulk & Bag Market Composition



Cement Environment in 2024



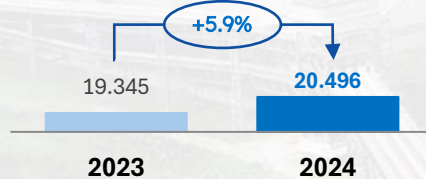
INDOCEMENT PERFORMANCE | FY 2024 RESULTS

Market Share

29.7%

37.8% in Java
21.1% out Java

Cement Sales Volumes in 2024 | kt



- Contribution from Semen Grobogan
- Export 317 kt down -45.3%

Net Revenues

IDR 18,549 bn

+3.3%
vs 2023

EBITDA

IDR 3,936 bn

21.2% vs N.R.
+7.7% vs 2023

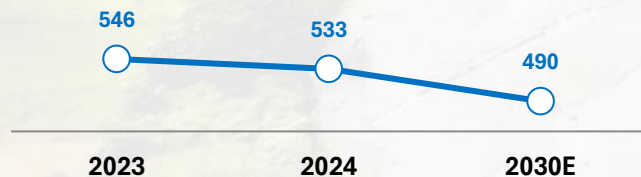
Profit for the Year

IDR 2,008 bn

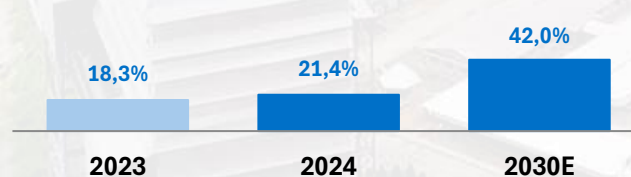
10.8% vs N.R.
+3.0% vs 2023

INDOCEMENT FOCUS ON SUSTAINABILITY

CO₂ Emission Scope 1 | kg CO₂/t Cem



Alternative Fuel Consumption rate



No_x, SO₂ & Dust emissions

	Indocement	Regulations
NO _x	267	800
SO ₂	230	650
Dust	13,4	60

Solar Panels

- Citeureup: 4.5 MWp in operation (roof top) & 32.5 MWp (ground mounted) under licensing process
- Tarjun: 20 MWp (ground mounted) under licensing process

Other Major Events

- ▶ — Successful marketing campaign in 2024, increasing brand awareness for Indocement products.
- ▶ — Future marketing campaign is to focus on green cement and mortar products.
- ▶ — Reducing CO₂ remains a top priority | Multiple projects realized and still in progress to increase alternative fuel consumption:
 - RDF offtake from several waste processing facilities to secure alternative fuel supplies while also reduce waste for the environment.
 - Continues improvements in all locations to increase the use of alternative fuels.
- ▶ — Focus on limiting clinker incorporation by increasing the consumption of alternative materials.
- 2nd round of share buyback program ended December 31, 2024 | 331.3 mn shares or 9,0% of total shares.
- Maintain strong cash position with IDR 4.5 tn by the end of 2024.
- Successful integration & high utilization of Semen Grobogan plant enabling us to have more efficient product distribution & deeper market penetration in Central & East Java areas with substantial contribution to the overall margin.

AGENDA

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- Indocement market positioning
- Cement Market Evolution
- Cement Volume Development
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- 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



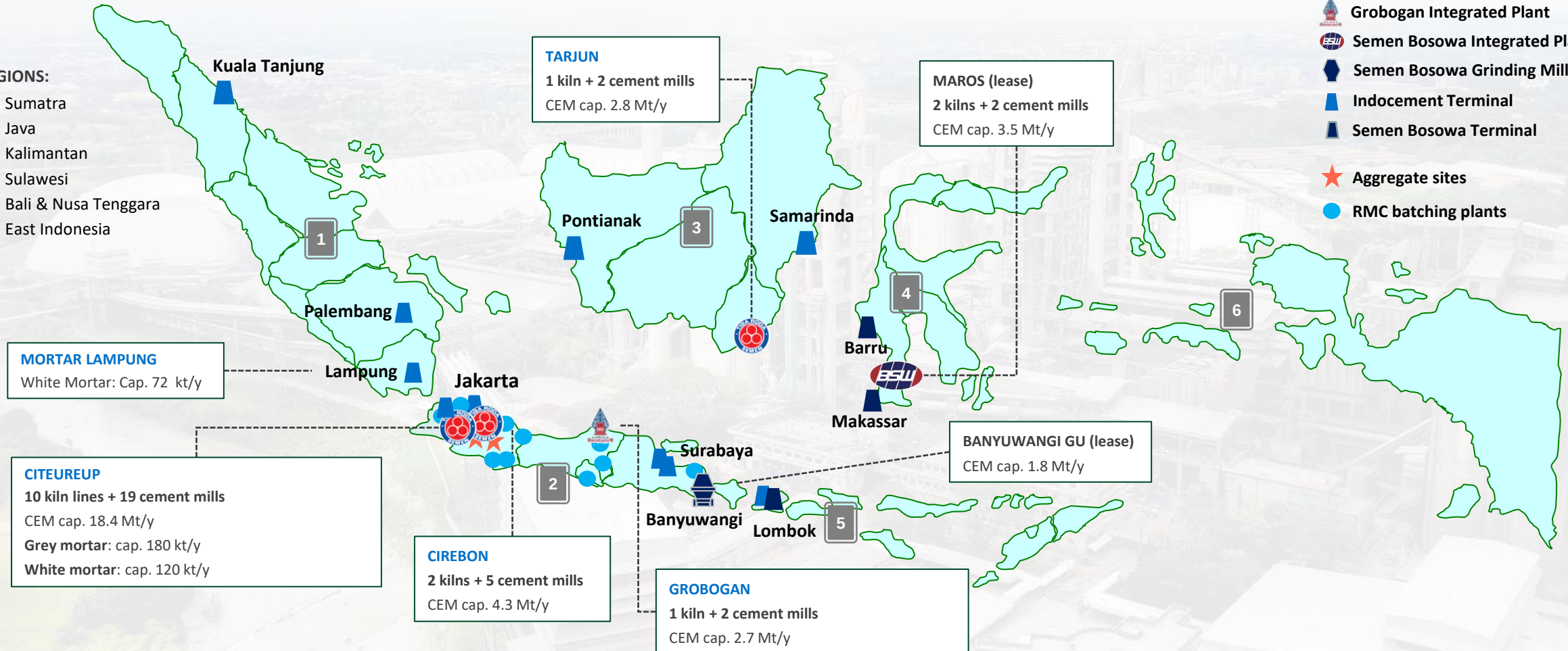
Indocement Market Positioning

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

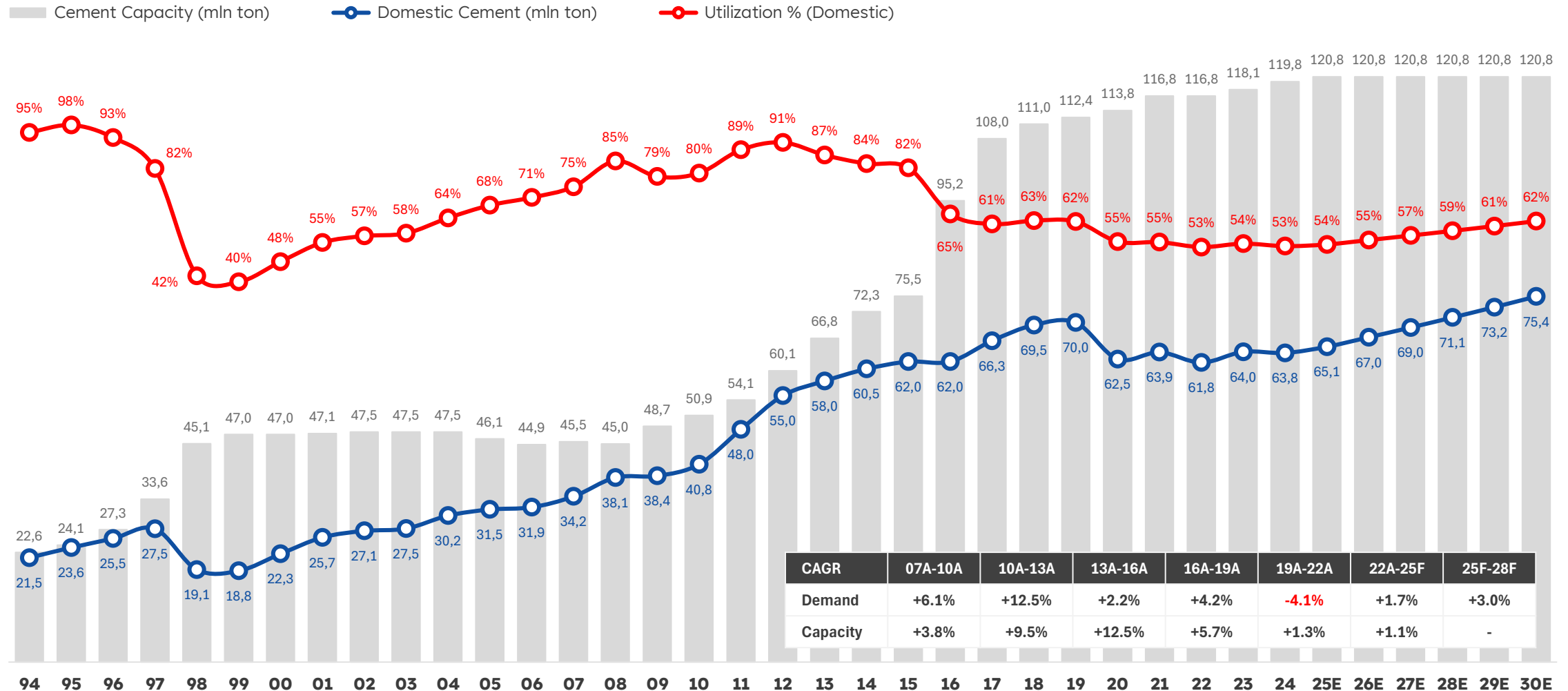
REGIONS:

- 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



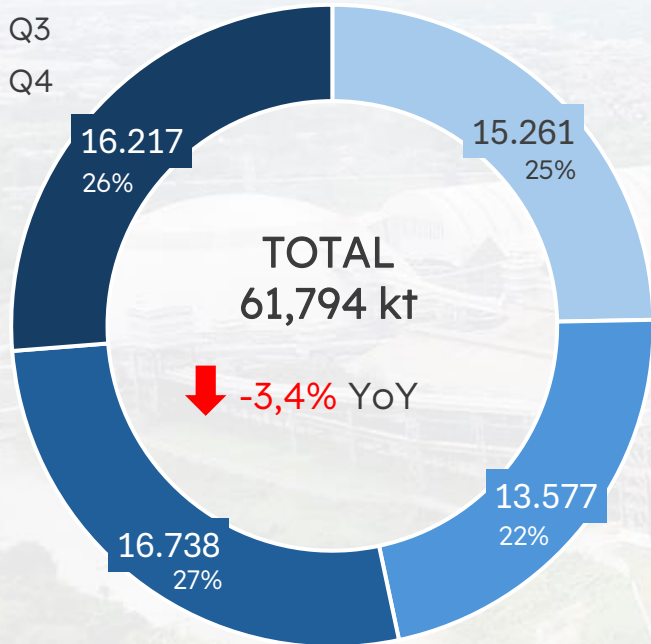
Cement Market Evolution



Cement Volume Development by Quarter | in kt

Q1
Q2
Q3
Q4

2022



2022 H1

28,839 kt

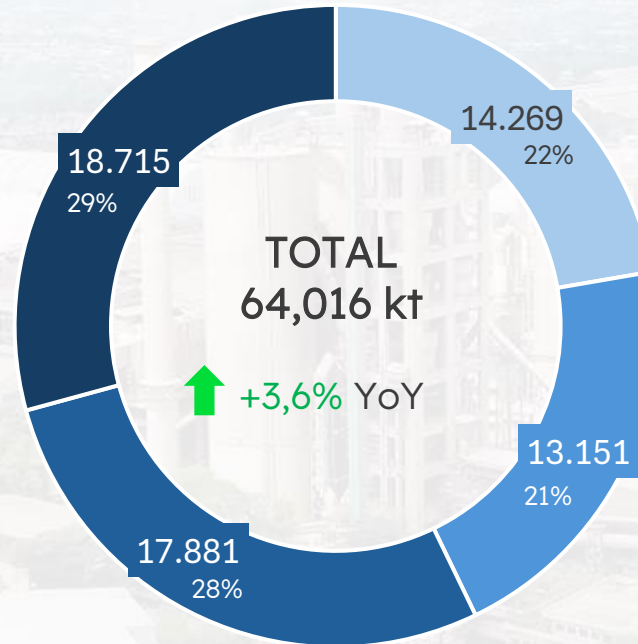
46.7%

2022 H2

32,956 kt

53.3%

2023



2023 H1

27,420 kt

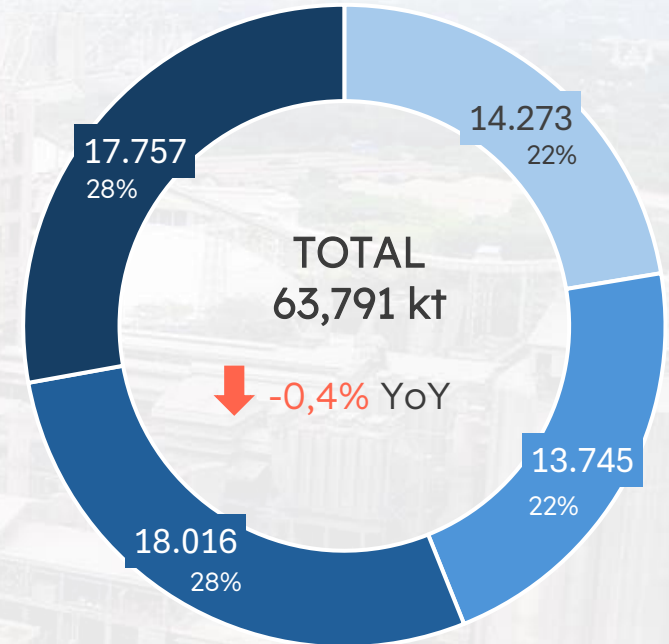
42.8%

2023 H2

36,596 kt

57.2%

2024



2024 H1

28,018 kt

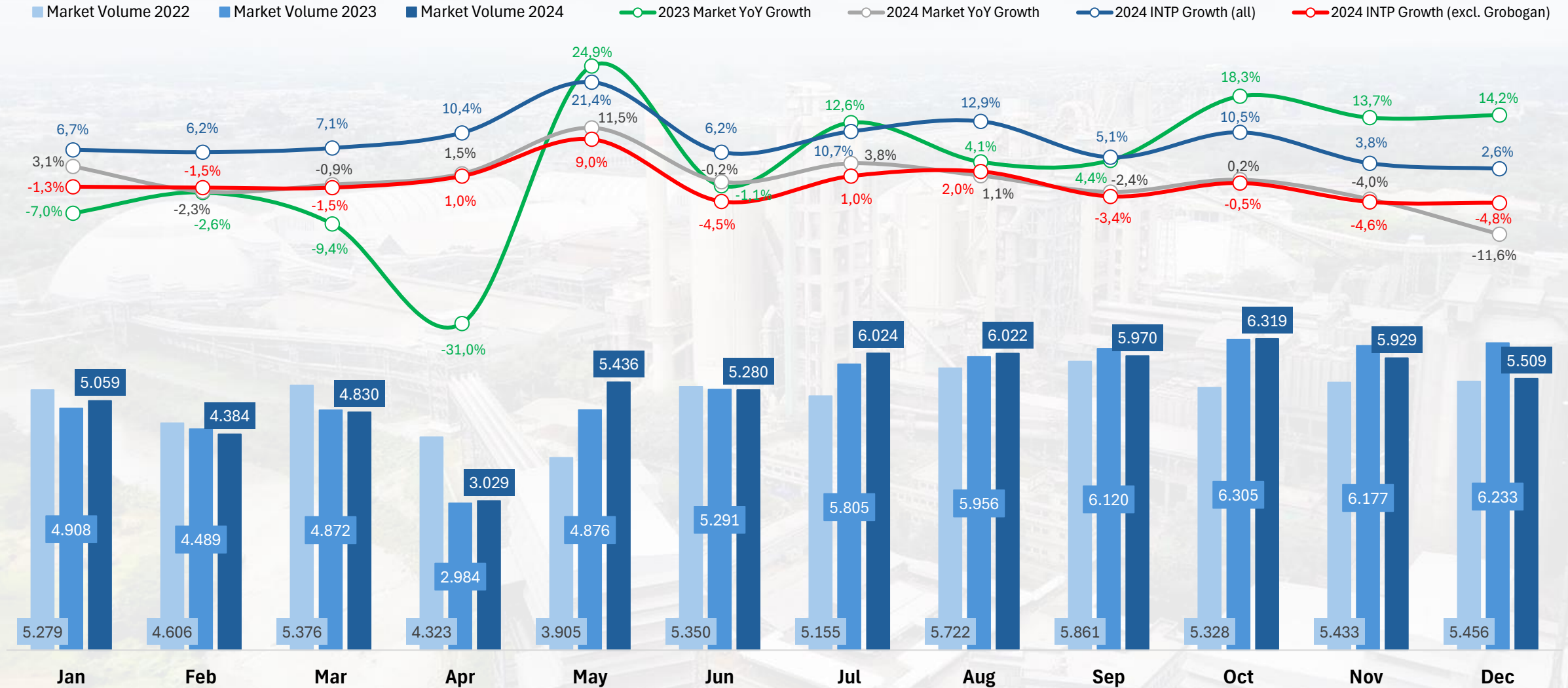
43.9%

2024 H2

35,773 kt

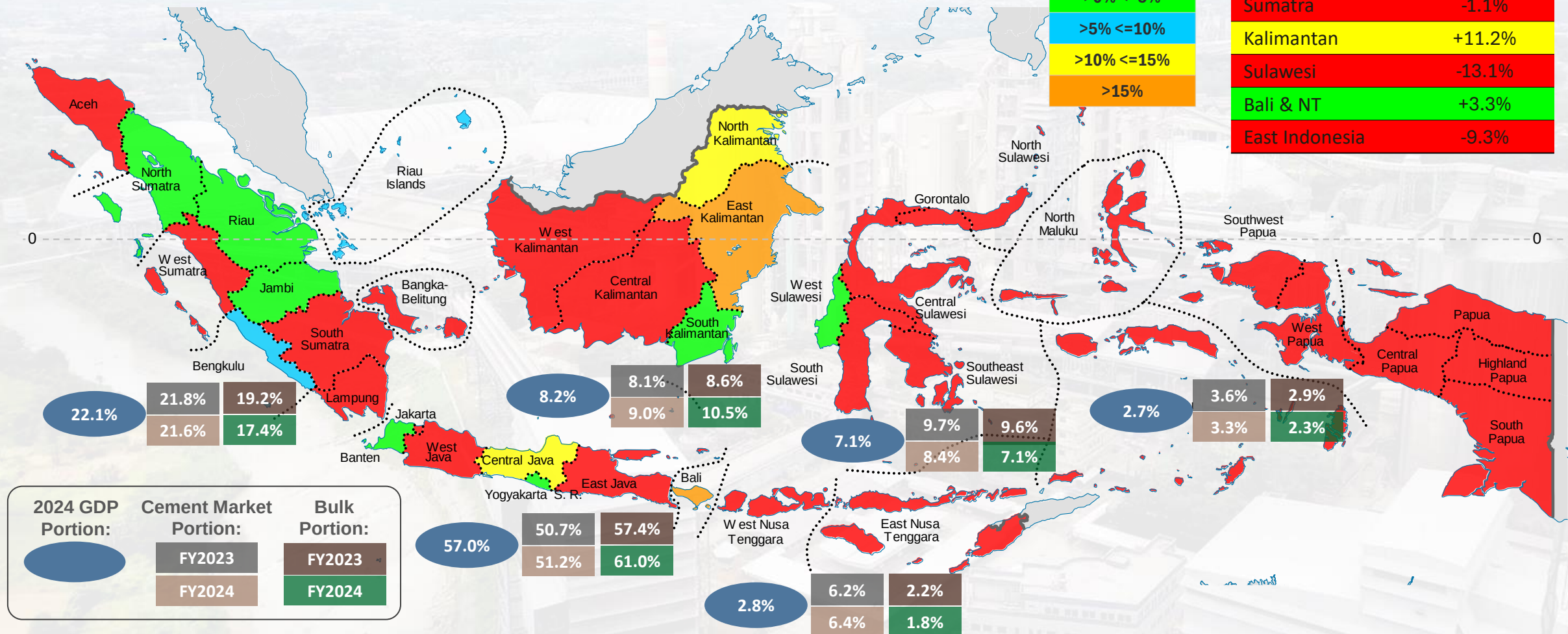
56.1%

Cement Volume Development on Monthly Basis



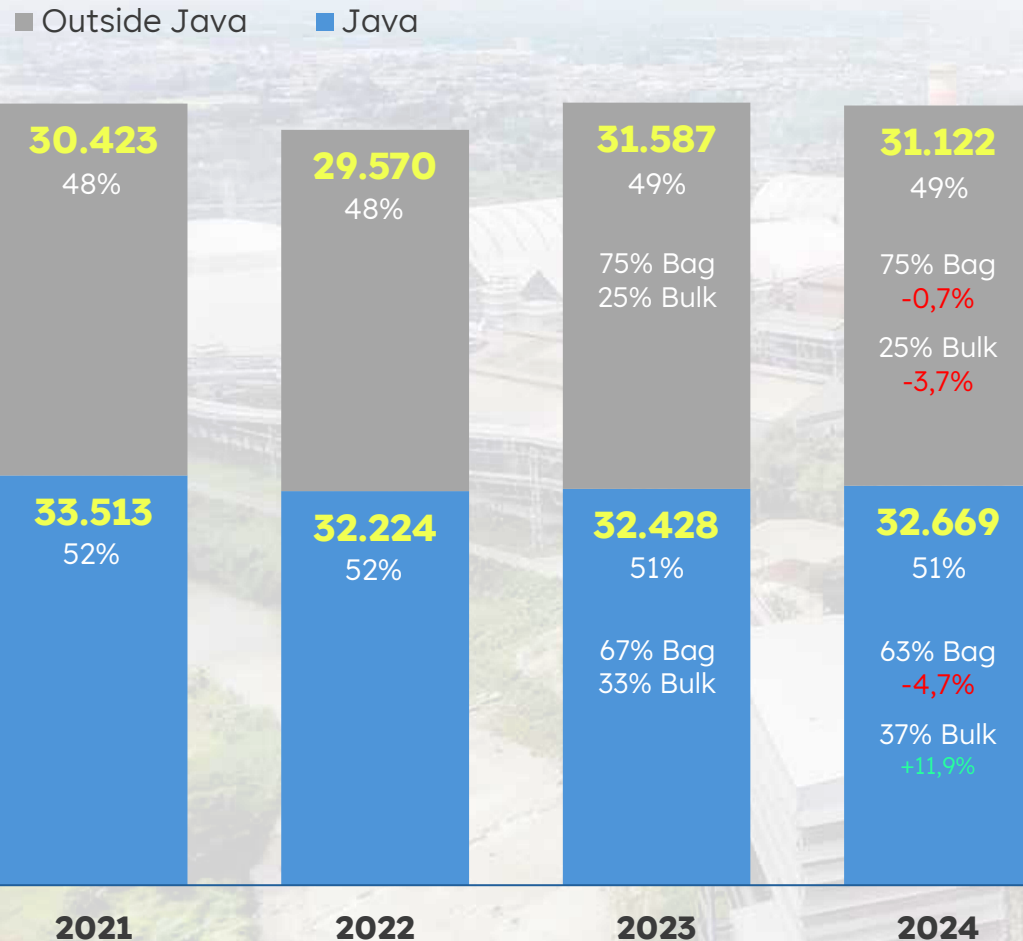
Cement Market Portion & Growth

- 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

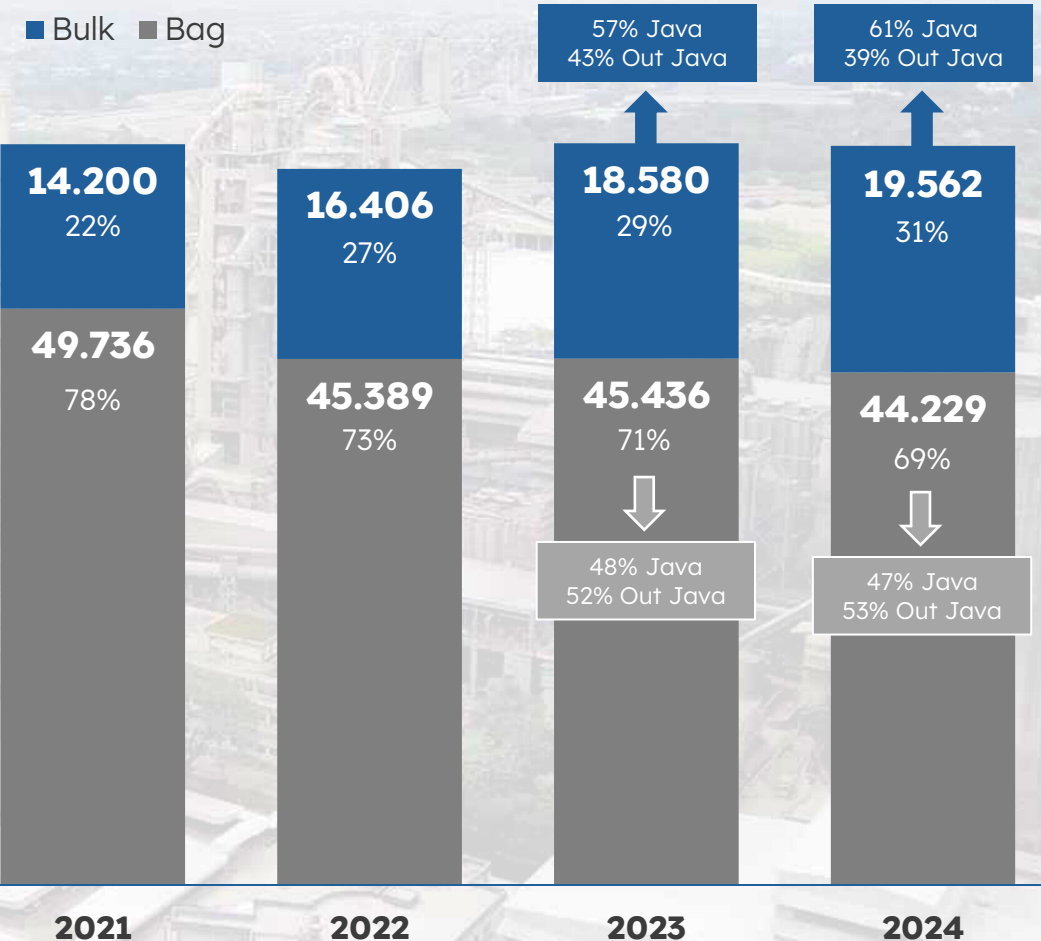


Java/Outside Java Markets & Bulk/Bag Markets

Market Demand in Java & Outside Java | in kt



Market Demand for Bulk & Bag | in kt



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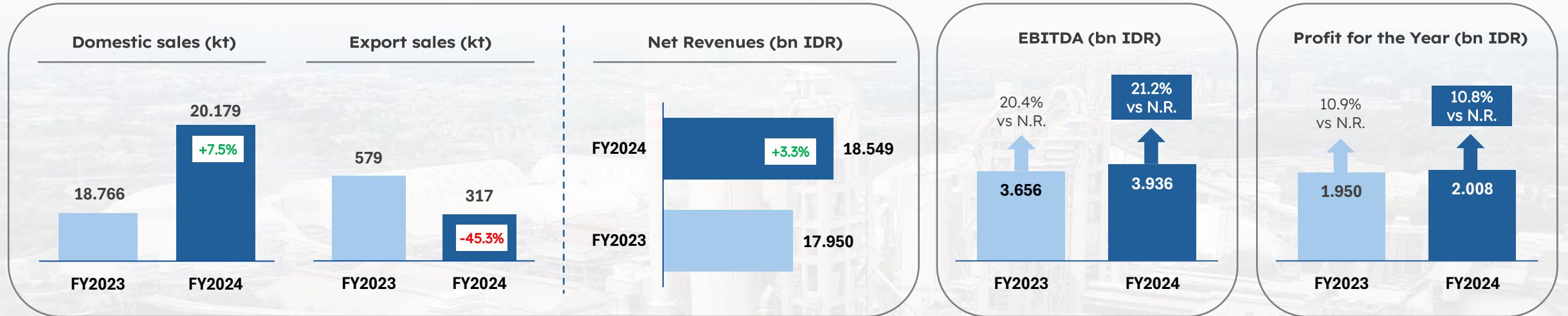
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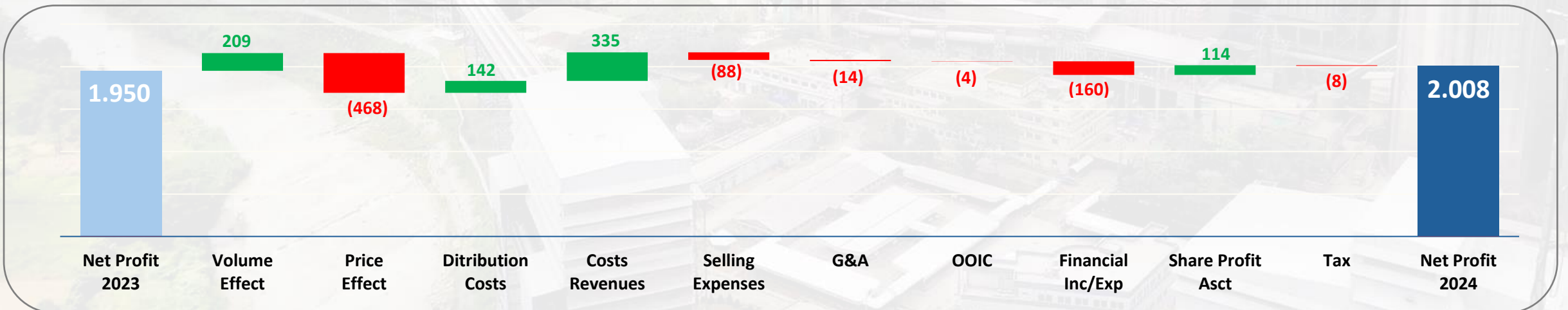
5. Question & Answer



OVERVIEW FY2024



PROFIT BRIDGING | bn IDR



Financial Result

SALES VOLUMES	FY2024	FY2023	Variance	
	'000 tons	'000 tons	'000 tons	%
Total Sales Volume	20.496	19.345	1.150	5,9%
Domestic	20.179	18.766	1.413	7,5%
Export	317	579	-262	-45,3%

INCOME STATEMENT	FY2024	FY2023	Variance	
	Bio IDR	Bio IDR	Bio IDR	%
Net Revenues	18.548,7	17.949,8	599,0	3,3%
Cost of Revenues	-12.487,8	-12.103,0	-384,7	-3,2%
Gross Profit	6.061,0	5.846,7	214,2	3,7%
% of Net Revenues	32,7%	32,6%		
Operating Expenses	-3.725,1	-3.626,2	-98,9	-2,7%
Other Operating Income (Expense) - Net	57,6	61,5	-4,0	-6,4%
Operating Income	2.393,4	2.282,1	111,4	4,9%
% of Net Revenues	12,9%	12,7%		
EBITDA	3.936,4	3.656,5	279,9	7,7%
% of Net Revenues	21,2%	20,4%		
Finance Income - Net	-74,9	84,7	-159,6	-188,4%
Share of Net Profit of Associates - Net	145,3	31,4	114,0	363,5%
Income before Final Tax and Income Tax Expense	2.463,9	2.398,2	65,7	2,7%
Final Tax	-0,8	-1,8	1,0	53,3%
Profit before Income Tax Expense	2.463,0	2.396,3	66,7	2,8%
Income Tax Expense - Net	-455,1	-446,1	-9,0	-2,0%
Profit for the Year	2.007,9	1.950,3	57,7	3,0%

- 1 Lower increase percentage of net revenues than total sales volumes resulting from higher bulk composition and competitive market on pricing
- 2 Lower finance income in relation with interest expense from PT. Semen Grobogan debt
- 3 Gain from land sale

1

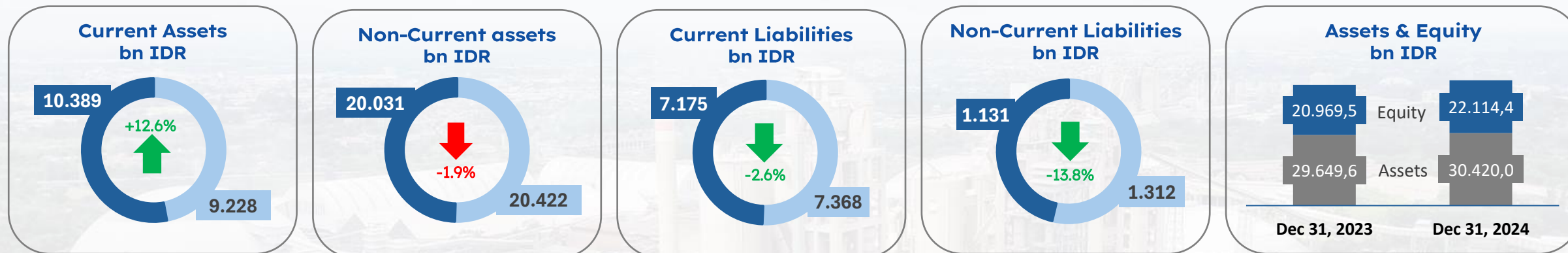
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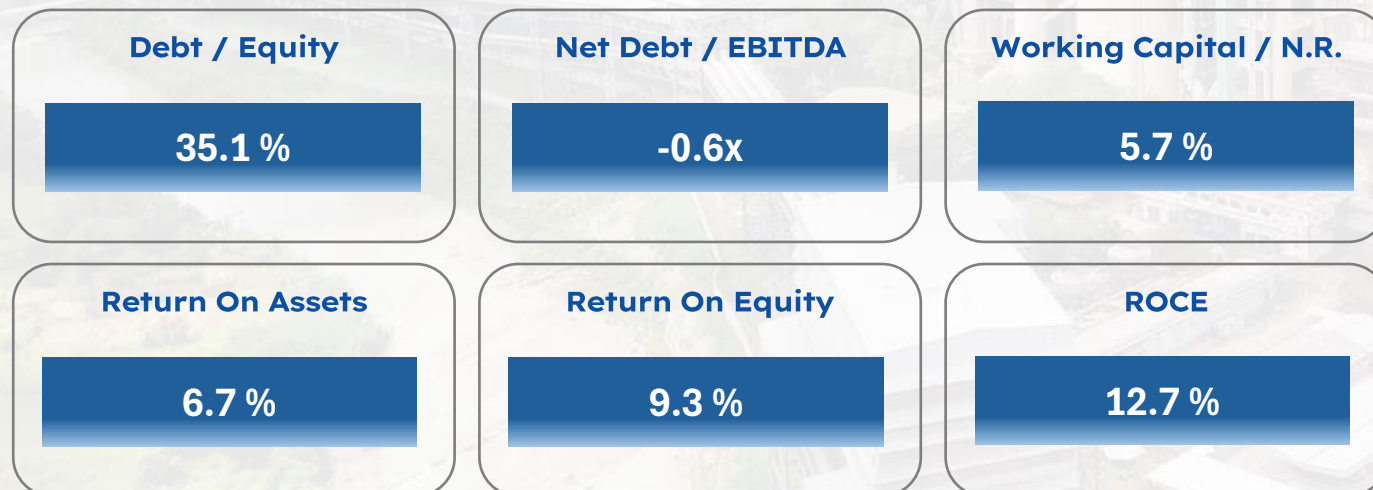
Balance Sheet & Key Financial Indicators

BALANCE SHEET MOVEMENTS | bn IDR

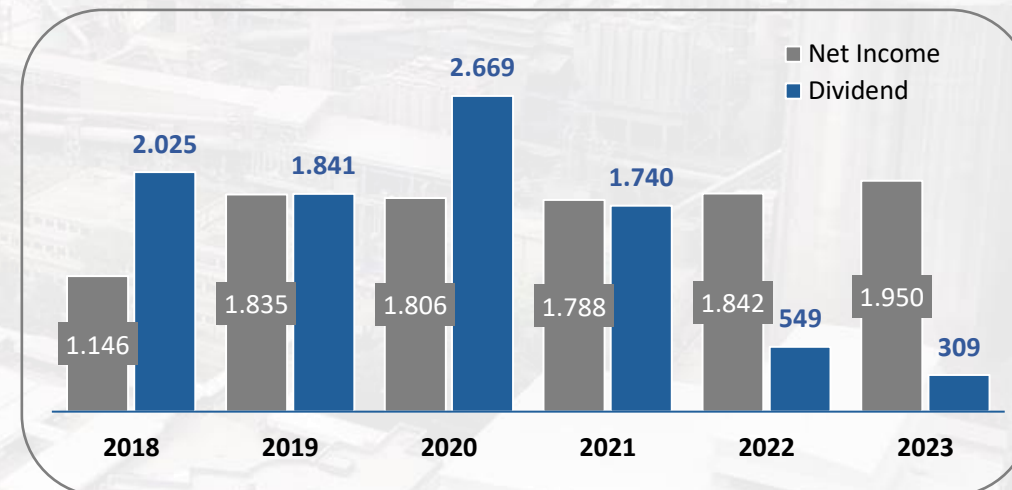
Dec 2023 Dec 2024



KEY FINANCIAL INDICATORS | FY2024



DIVIDEND HISTORY | bn IDR



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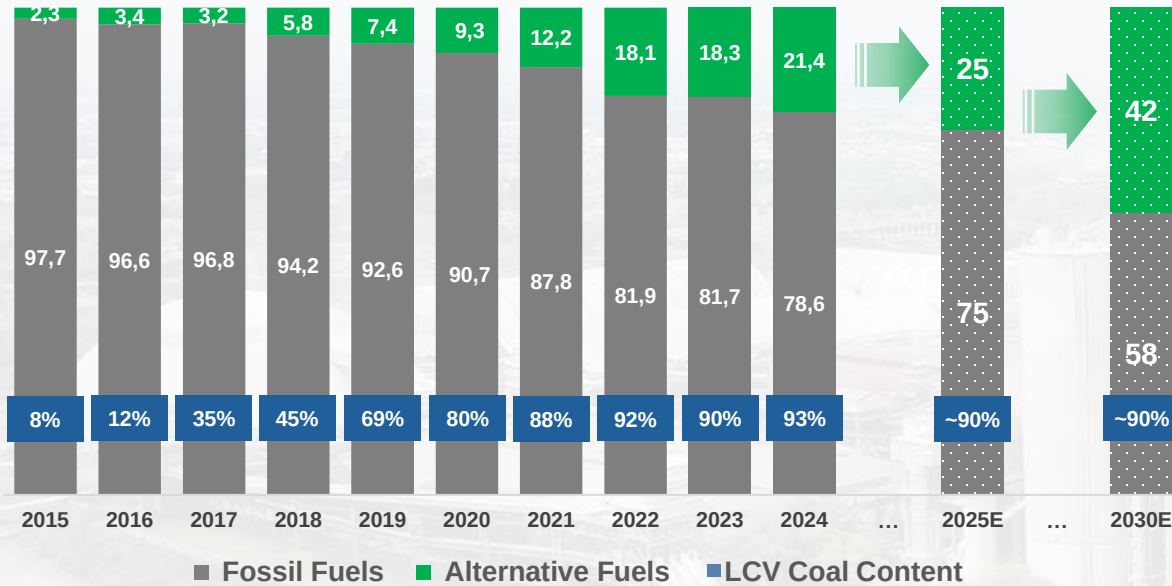
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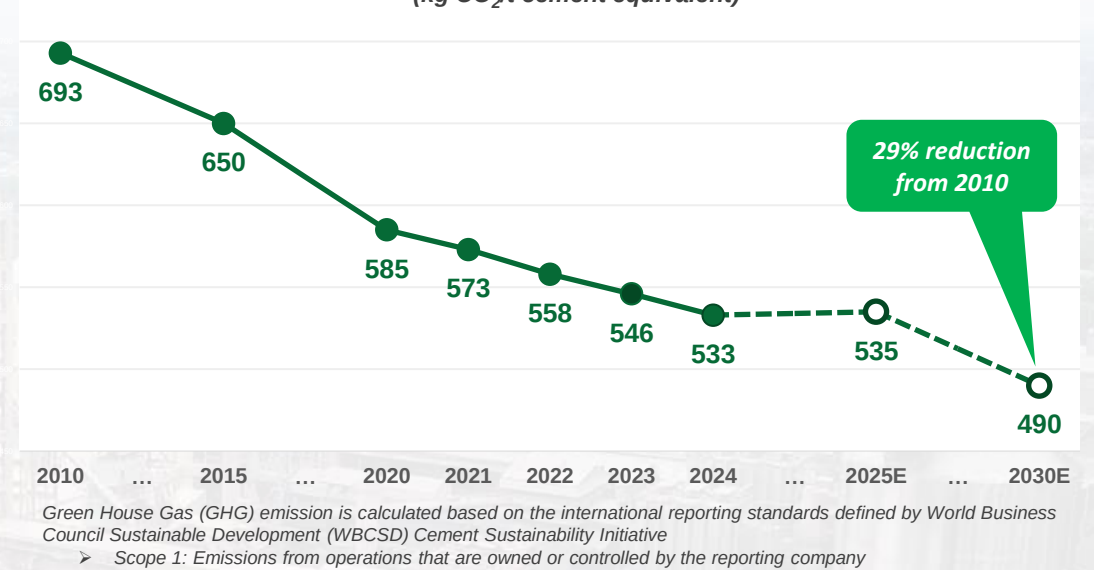
Emission Reduction

Fuel Consumption Rate %

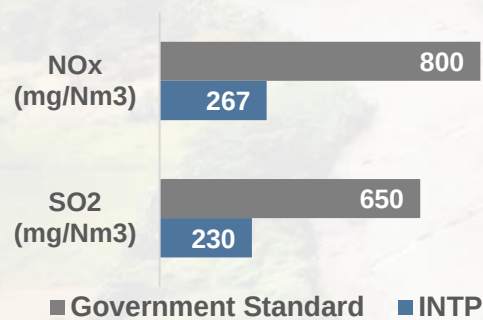


GHG Emissions Scope 1 Intensity - NET

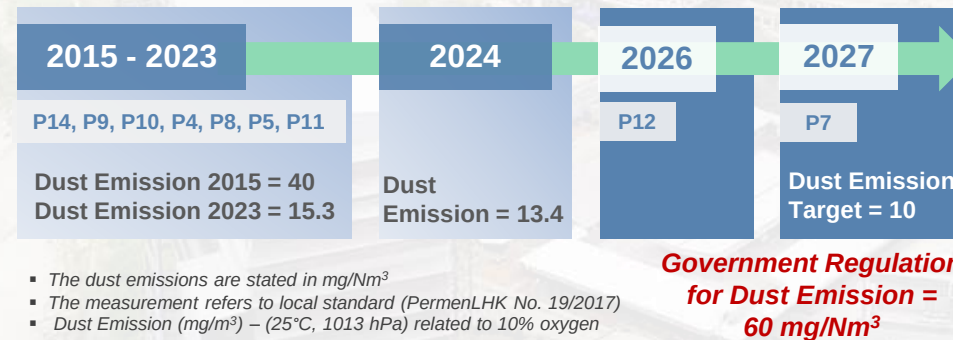
(kg CO₂/t cement equivalent)



NO_x & SO₂ Measurement 2024



Electrostatic Precipitator to Bag Filter Replacement



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	Distributed in Bag. 	- 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. 	- 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
#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)

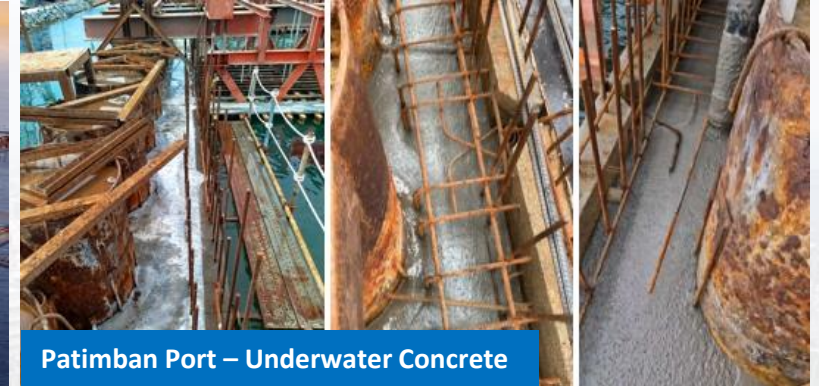
Major Projects Supplied by Our Ready-Mix Concrete Unit



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

Potential risks

External	• Tariff trade war • High & volatile foreign exchange rates • Increase in energy price • Geopolitical tension • Cement export competition
Economy	• Weak purchasing power • Stagnant/slow economy growth
Industry	• Oversupply capacity • Variety of fighting brands on bag product
Regulation	• Cut on infrastructure budget • ODOL (Over Dimension Over Loading) for truck • Electricity tariff • Carbon tax

Potential opportunities

Volume	• 3mio houses/year program • School renovation program • 2025 domestic cement is expected to grow 1-2%
Policy	• VAT discount for new home-owner purchase • Further cut in US Fed & BI interest rates • Other Government initiatives to increase the public purchasing power
Sustainability	• Increase use of alternative fuels: RDF (from waste processing) & variety of biomass materials • Clinker ratio reduction – more GREEN cement types - Bag: new SNI standard - Bulk: hydraulic cement & slag cement - Alternative materials • Operation of solar panels in Indocement factories • Continuous efforts on automation/digitalization
Logistics	• More connectivity through toll roads & container ports should improve distribution of goods

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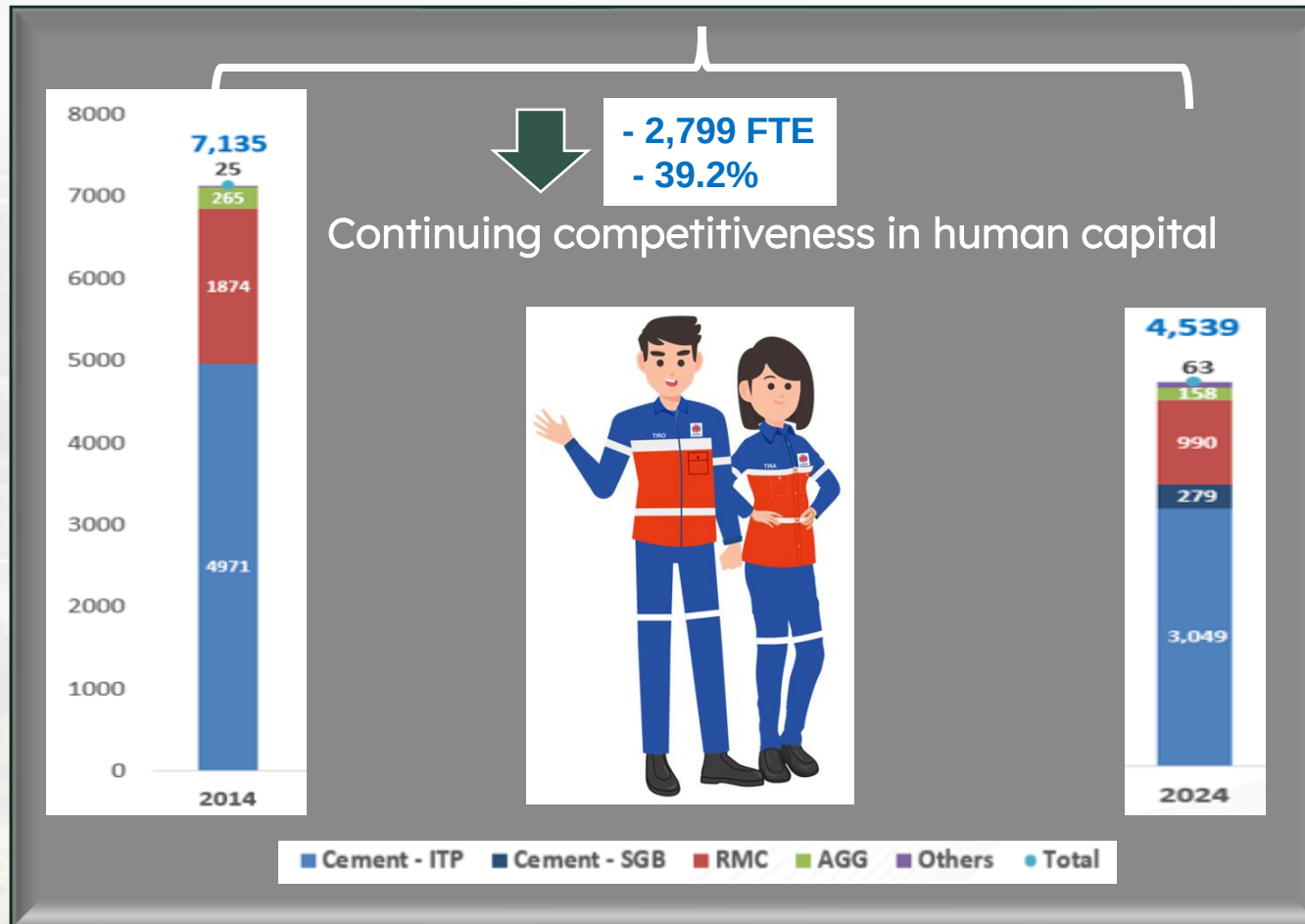
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Human Capital and Good Works



- 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.

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

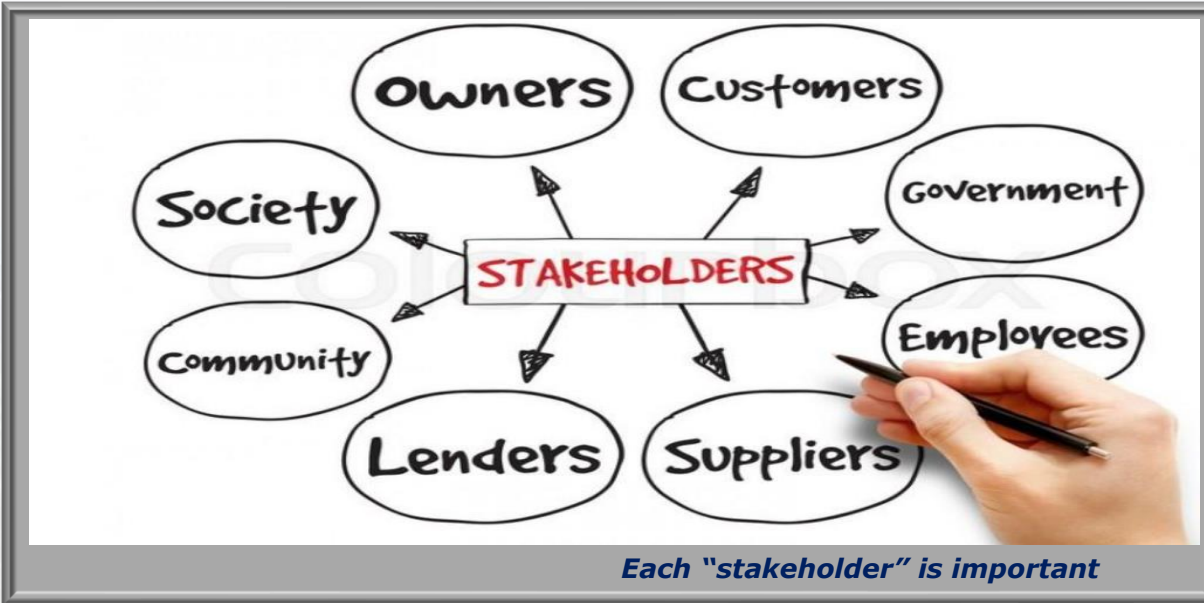


Routine Safety Inspection by BOD and the Management



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

“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 Factory 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



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

- 

Bisnis Indonesia Awards – Bisnis Indonesia

- Construction Materials Category

Issuer Appreciation 2024 TEMPO-IDNFINANCIALS 52 Index – Tempo IDNFinancials

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



Awards 2024

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



Awards 2024

24 February

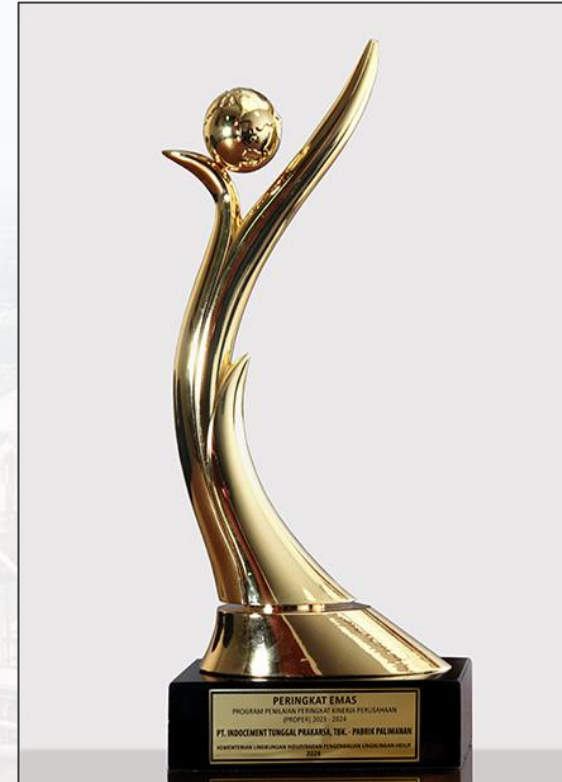
PROPER - Ministry of Environment of the Republic of Indonesia

- 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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