



INDOCIMENT
Heidelberg Materials

Financial Results Q3 2024

PT Indocement Tunggal Prakarsa Tbk.

4 November 2024

Key Message

■ Key indicator for Q3 2024:

- From ASI data, domestic cement market grows +1.6% from combination of contraction in bag market of -2.0% and growth in bulk market of +10.9%.
- **Bulk cement composition reaches 30.7% vs. 28.1% last year**, the construction of new capital city remains to be the main driver.
- Indocement recorded domestic cement volume of 14,550k tons up to September 2024, +9.4% higher from the same period last year, mainly contributed from Semen Grobongan plant. Total exports were 189k tons or down -57.6%.
- **Our domestic cement market share for YTD September 2024 is 29.7% with Java 37.8% and outside Java 21.1%.**
- Raised price of bag products around June and August/September with total YTD increase about 3-4%.
- Net Revenues is at IDR 13,320.7bio, +3.0% higher mainly due to addition of Semen Grobongan sales.
- Cost of Revenues increase +4.5% to IDR 9,237.7bio from higher volume and additional overhead costs in Maros & Grobongan locations.
- Margin for EBITDA is at 19.0% or IDR 2,531.6bio and Profit for the Period at 7.9% or IDR 1,055.9 bio.
- Current share buyback program up to IDR 895bio (including fees, etc.) will end on December 31, 2024, so far the spending is about 50%.

■ Sustainability:

- **CO₂ emission Scope 1 Specific NET for 9M2024 was at 534 kg CO₂/t cement equivalent vs. FY2023: 546kg CO₂/t cement equivalent**, still on track with our 2030 target of 490 kg CO₂/t cement equivalent.
- NO_x, SO₂, and dust emissions are well below standard regulation.
- Ground-mounted solar panel in Tarjun plant (20MWp) is under approval & licensing process. For Citeureup plant, roof-top solar panel (4.5MWp) is in-operation and ground-mounted Solar panel (32.5MWp) is under construction & scheduled to operate by end of 2024.



AGENDA

1. Market Overview

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

2. Financial Performance

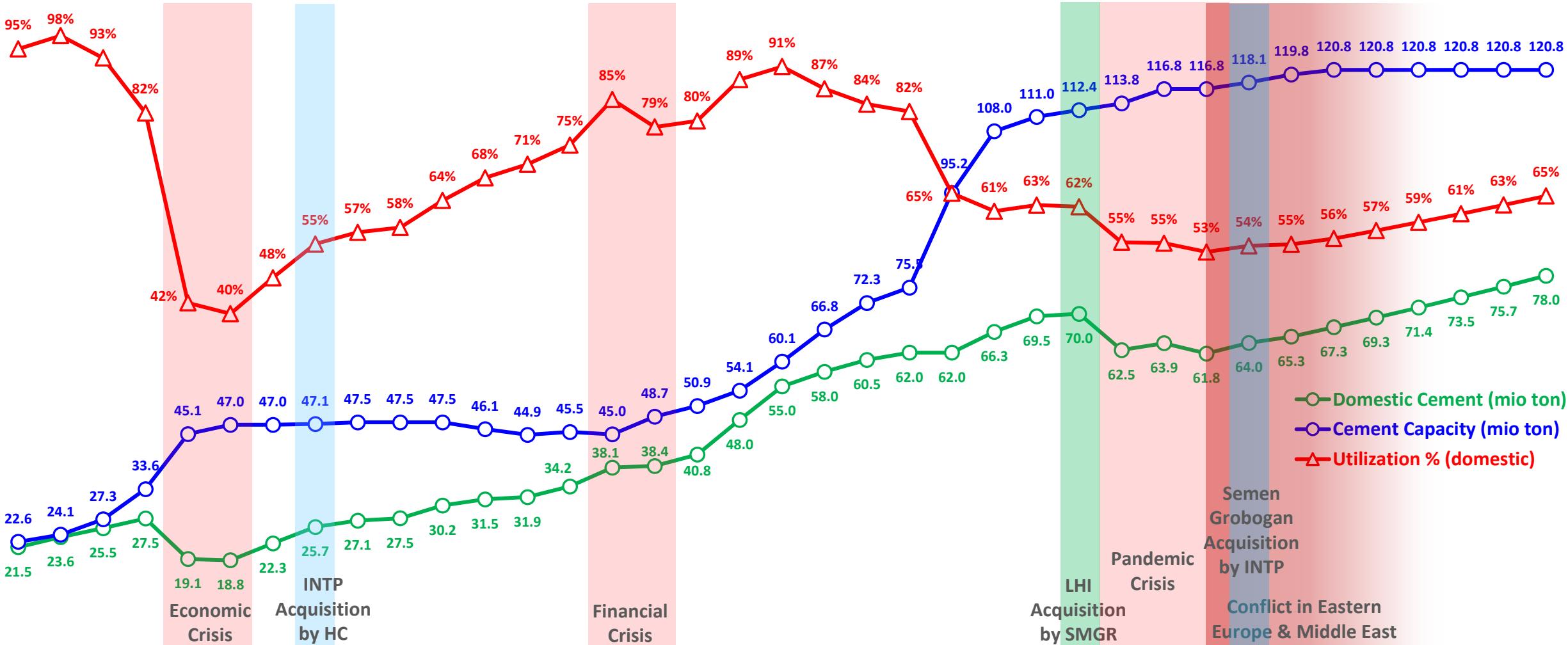
- Financial result
- Cost Control & Margin Development
- Balance Sheet

3. Operational Performance & Strategy

- Emission & Environmental Footprint Reduction
- Outlook

4. Question & Answer

Cement Market Evolution



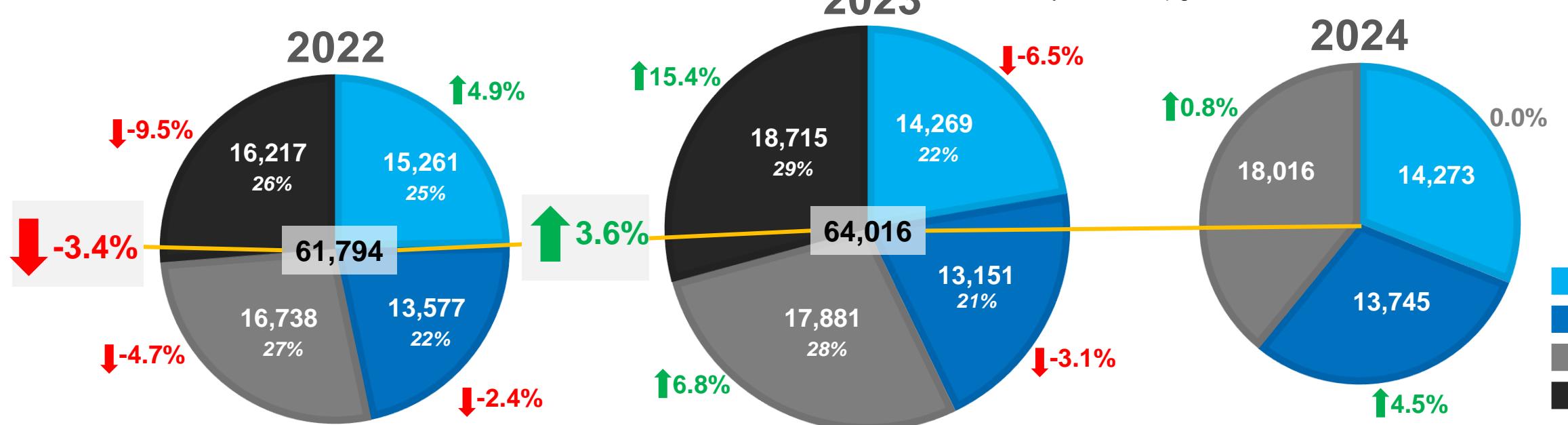
- Capacity include all cement players but some demand volume from smaller players are not reported to ASI

Source: Ministry of Industry with Internal Indocement Projection
The capacity data could be revised based on industry update

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%	+2.9%	+3.0%
Capacity	+3.8%	+9.5%	+12.5%	+5.7%	+1.3%	+1.1%	-

Cement Volume Development

Quarterly Market Volume (k ton)



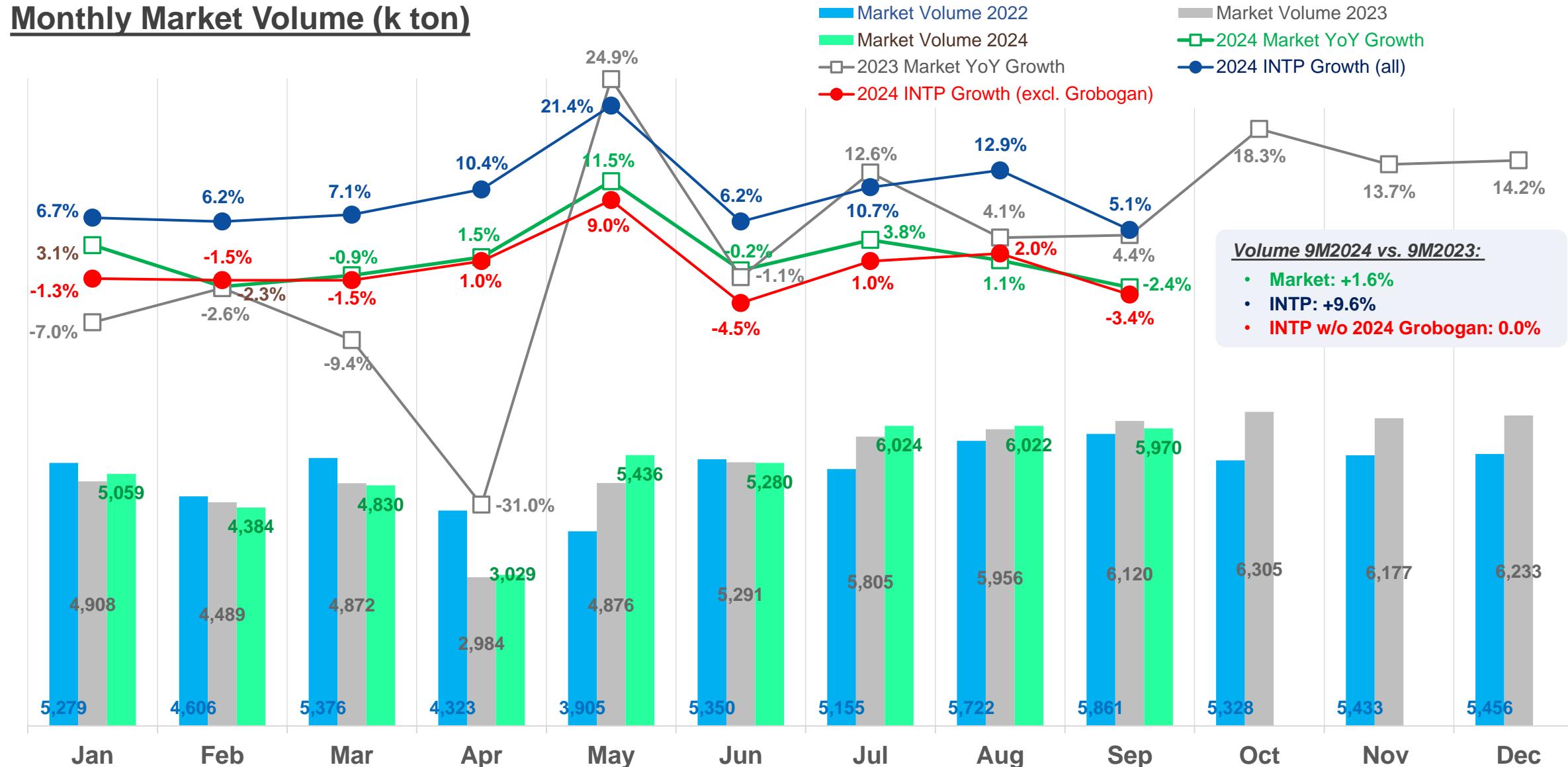
- From ASI data, 9M2024 domestic market (cement only, no clinker) grew +1.6% vs. INTP +9.6%

Semester Market Summary (k ton)

2024 H1	2024 H2	TOTAL 2024
28,018	?	?
2023 H1	2023 H2	TOTAL 2023
27,420	36,596	64,016
2022 H1	2022 H2	TOTAL 2022
28,839	32,956	61,794

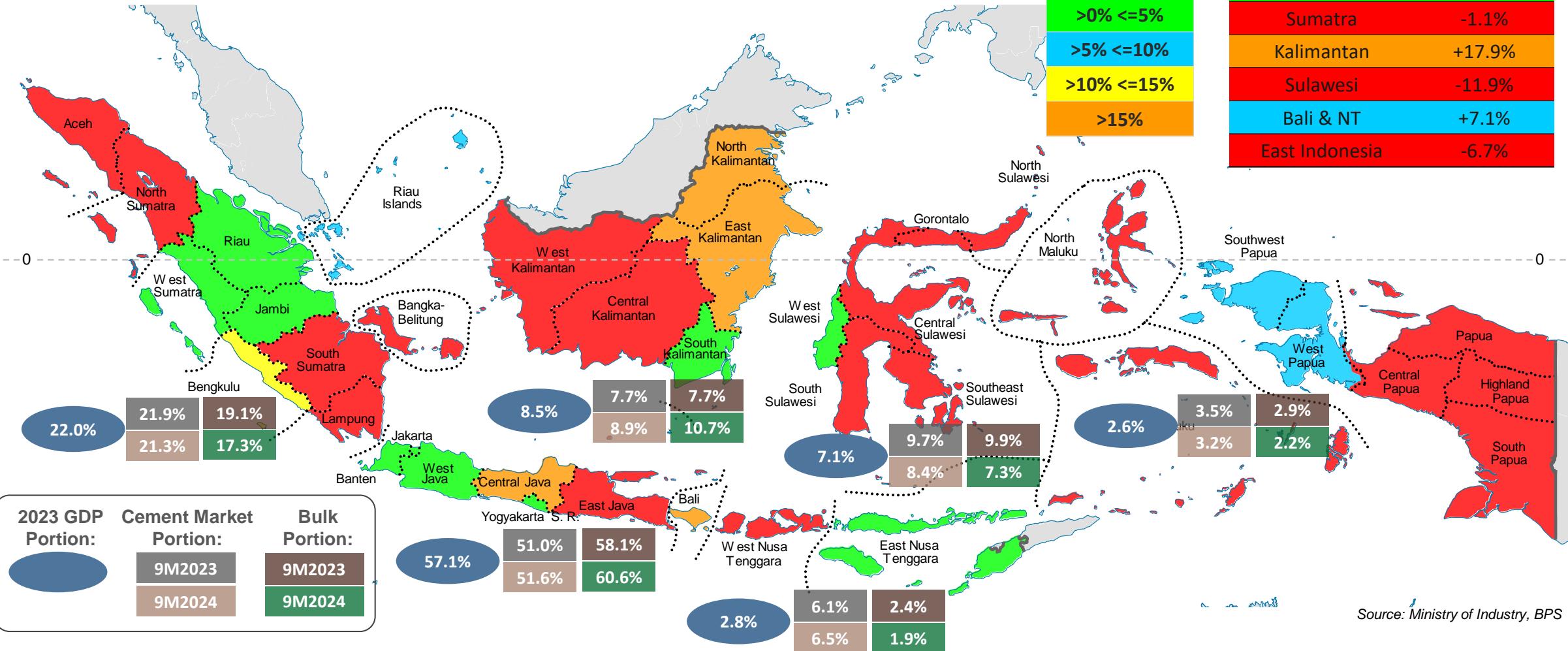
Cement Volume Development

Monthly Market Volume (k ton)

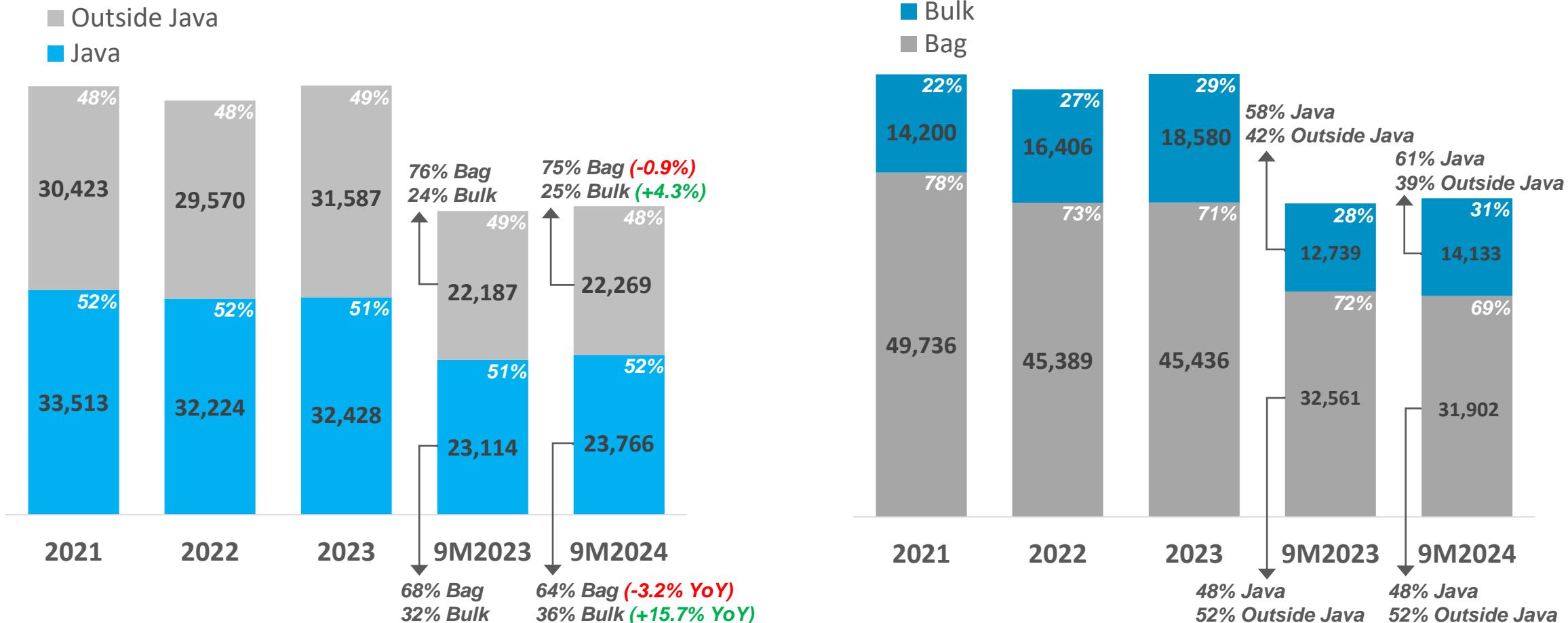


Cement Market Portion & Growth

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



Java-Outside Java and Bag-Bulk Markets



Bulk composition continues to increase



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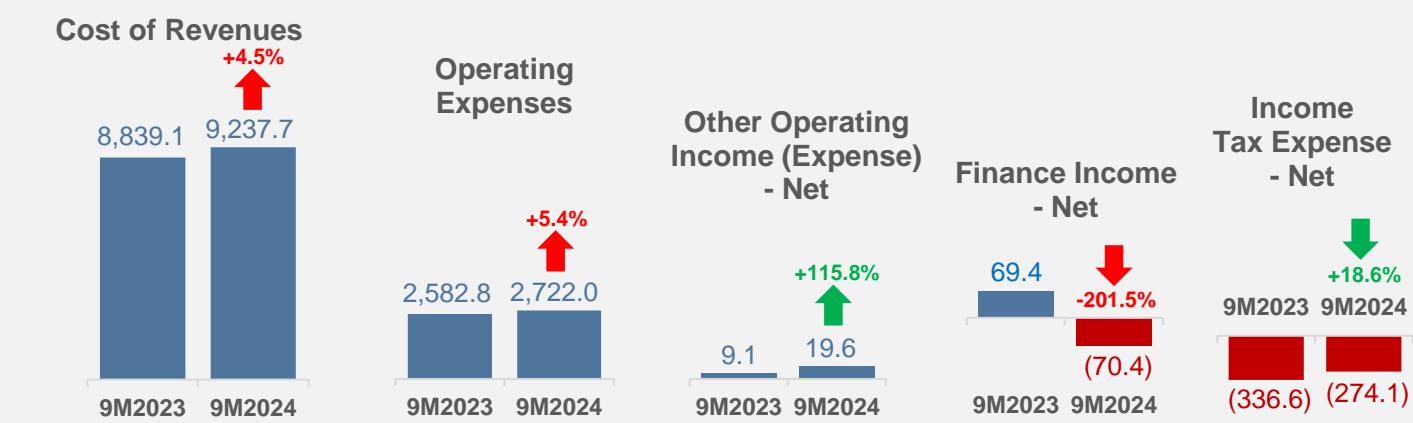
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Financial Result

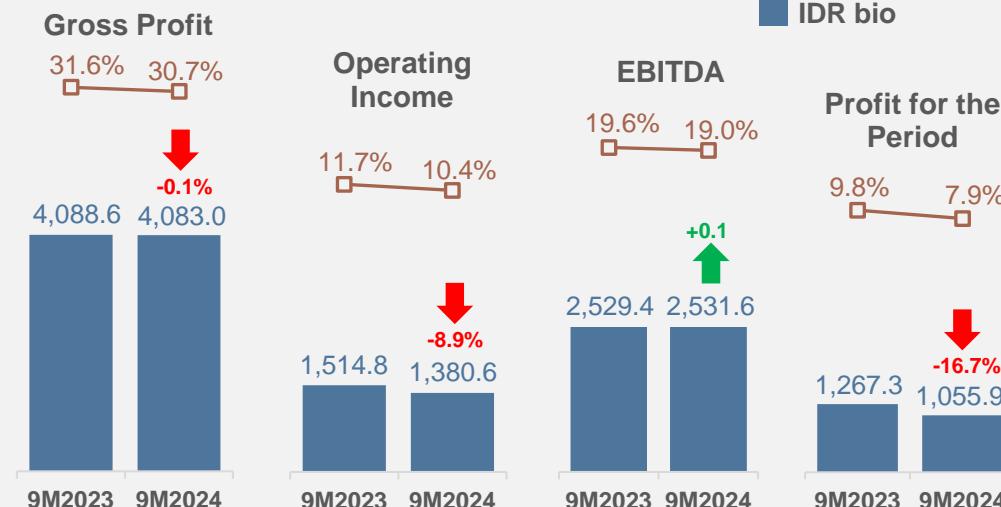
Sales Result



Operating Driver (in IDR bio)



Key Financial

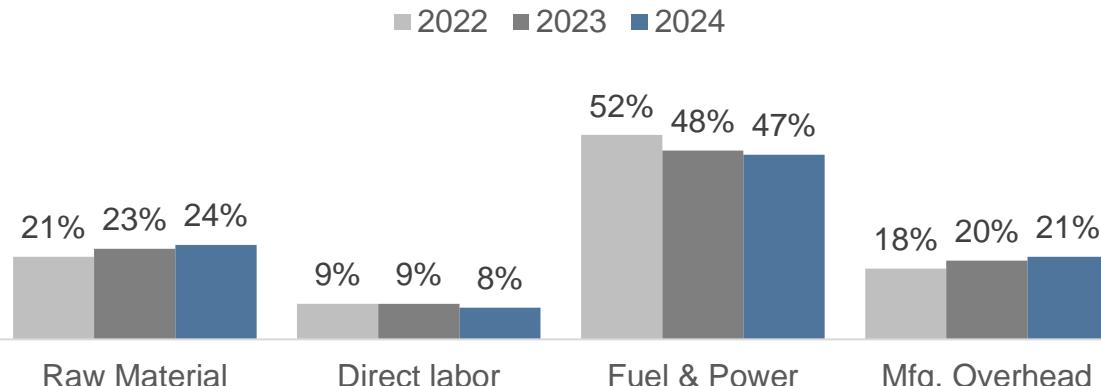


Profit Bridging (in IDR bio)



Cost Control and Margin Development

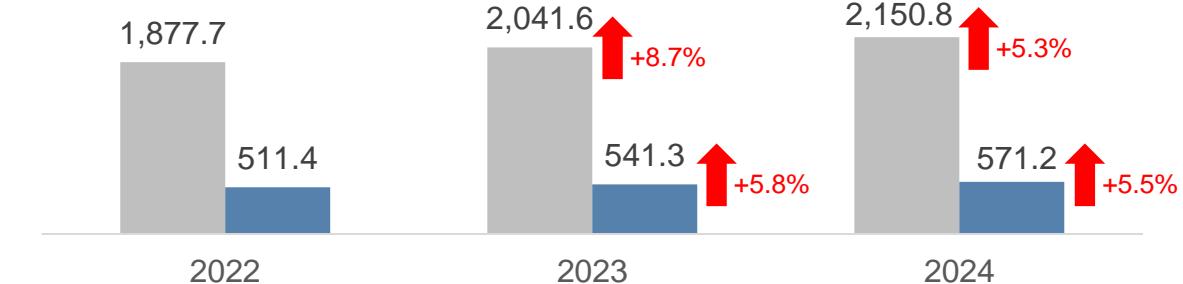
9M Manufacturing Cost



- Higher Raw Material composition is from increase of some raw material costs from higher transportation rate including higher FX rate.
- Lower Fuel & Power due to more alternative fuels.
- Higher Manufacturing Overhead is from additional operation of Maros & Grobogan.

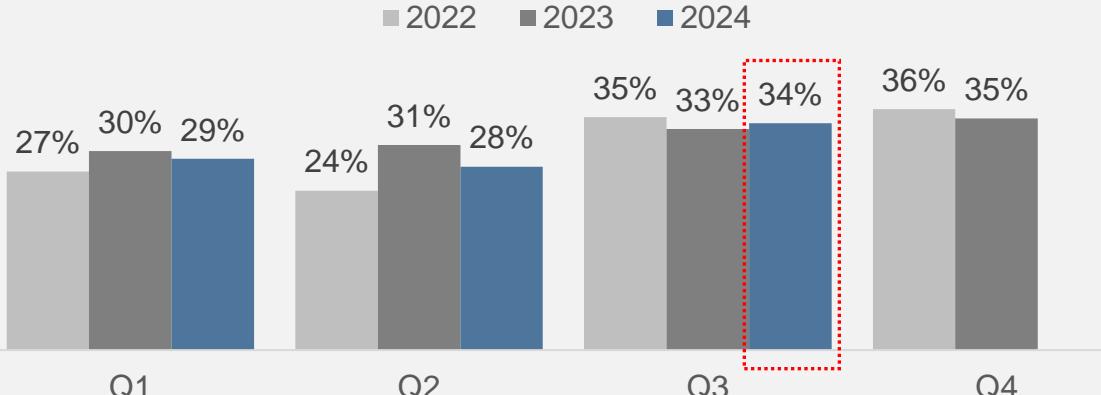
9M Operating Expenses (bio IDR)

■ Delivery & Selling Expense ■ G&A Expense



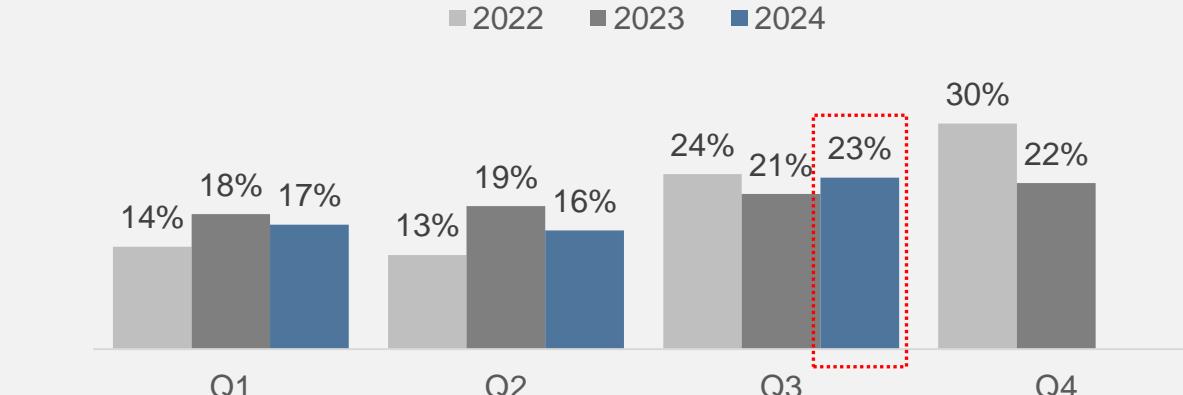
- Higher Delivery & Selling Expense was from higher sales volume & other costs (delivery, advertising) from expanded operation.
- Higher G&A Expense was from expanded operation & overall general increase.

Gross Profit Margin

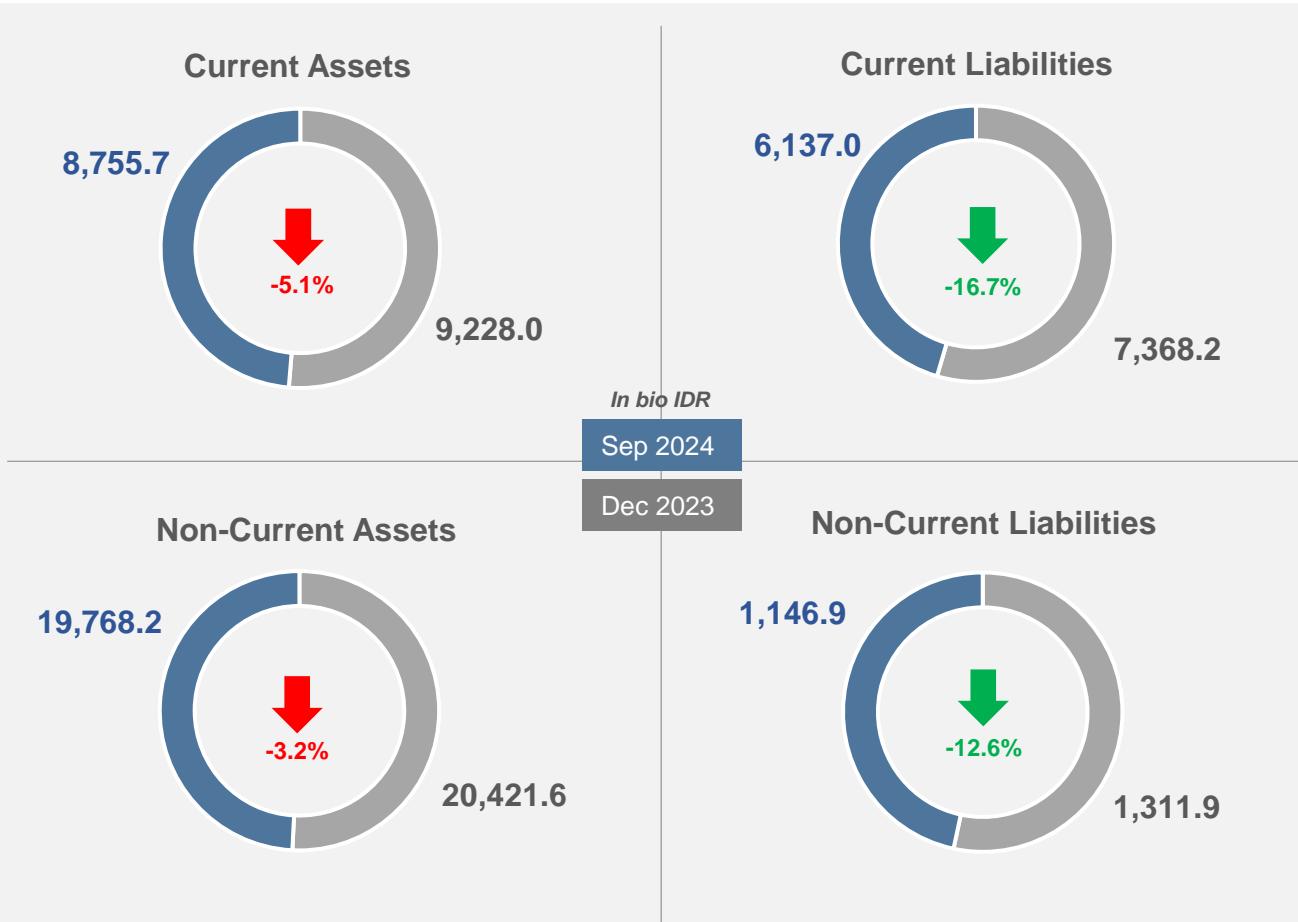


- Margin recovery in Q3 2024 was from running our most efficient kilns and numerous cost savings efforts at operational side, combined with increase in selling price

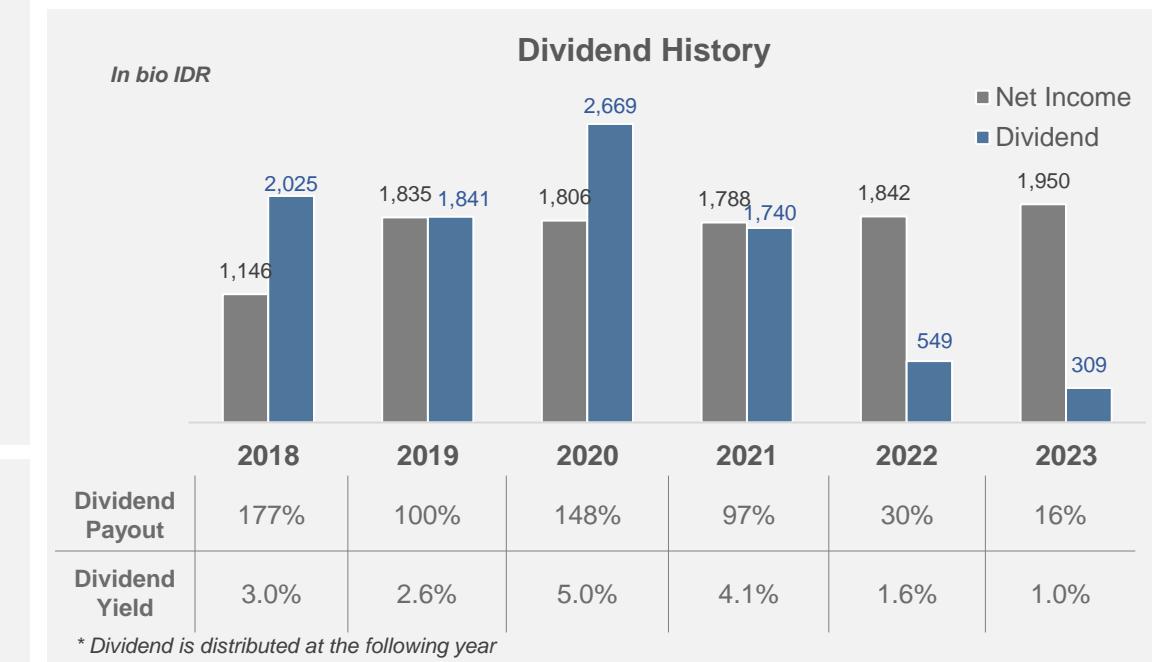
EBITDA Margin



Balance Sheet



- Cash and Cash Equivalents of IDR 2.70tr as of 30 Sep 2024.
- Capex spending by YTD Sep 2024 was IDR 541bio.





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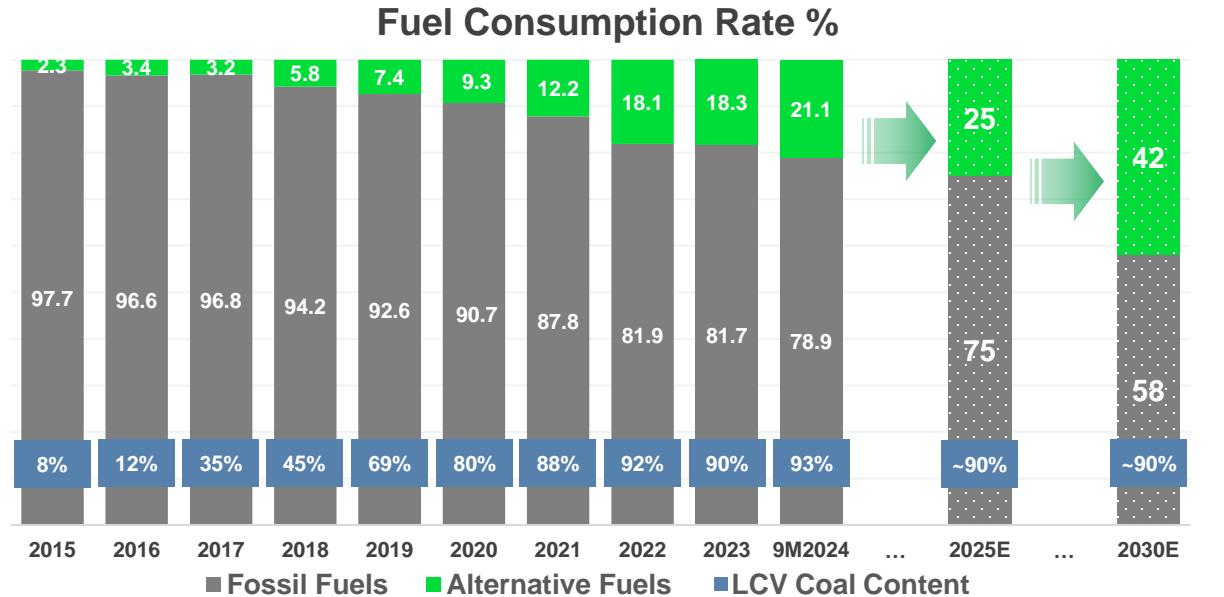
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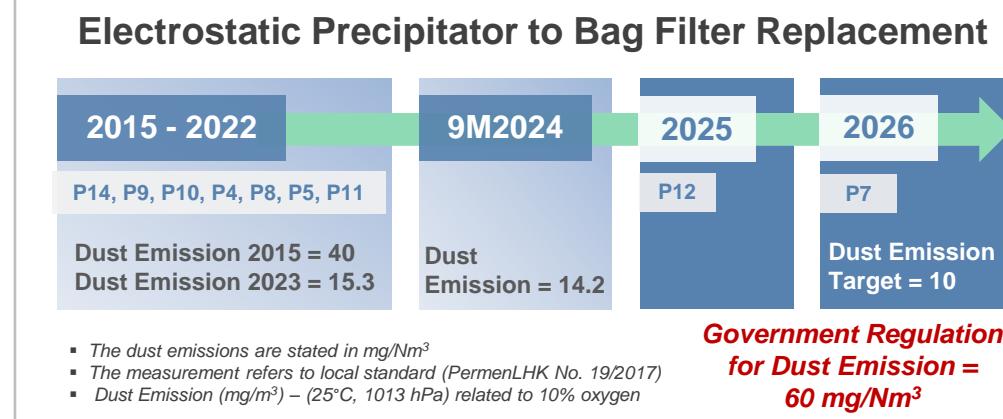
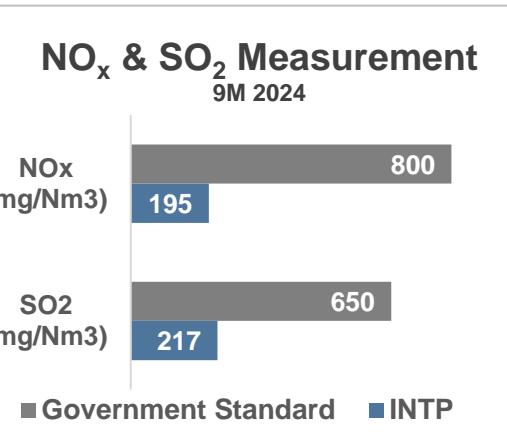
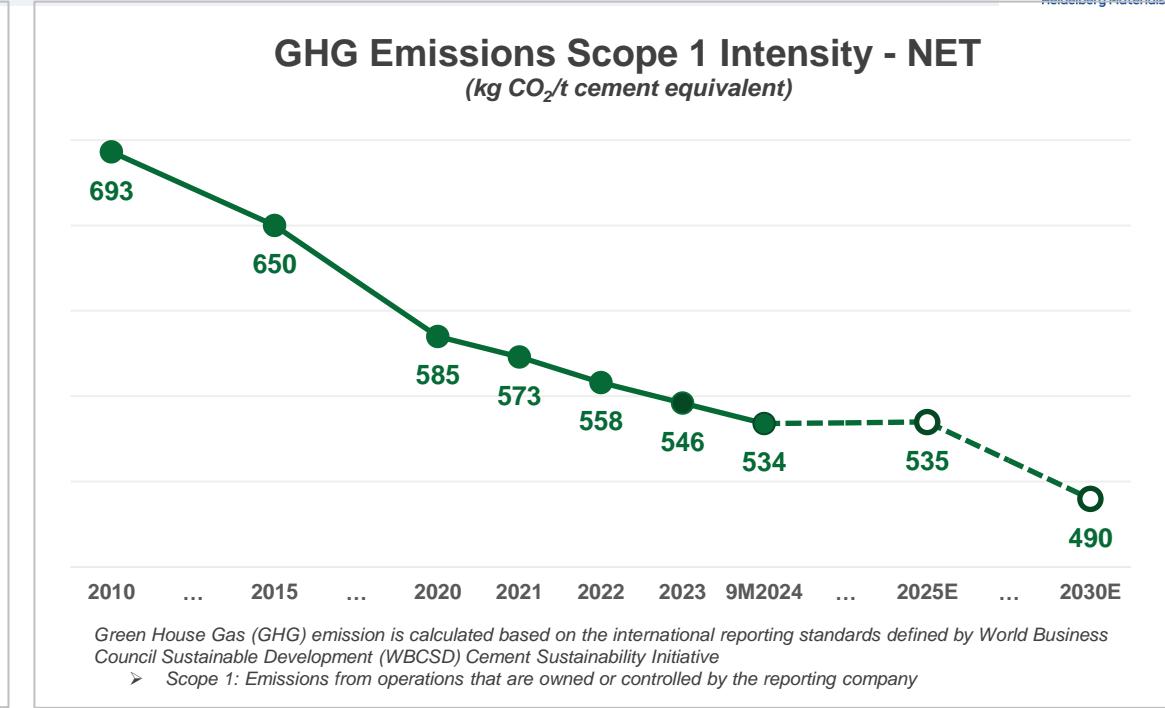
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Emission Reduction



- INTP is bringing improvement to Grobogan and Maros locations, and overall target for 2025 & 2030 is on track



Solar Panel Installation (ground-mounted)

Location	Capacity (MWp DC)	Output (GWh/year)	Potential CO ₂ Reduction (ton/year)
Tarjun (Q4 2024)	19.65	26.37	31k
Citeureup (Q4 2024)	32.5	45	40k

Environmental Footprint Reduction

	Portland Composite Cement (PCC)	Portland Slag Cement	Hydraulic Cement
Clinker Ratio	61-62%, with recent new SNI standard of 55%	45-50%	75-78%
CO₂ 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. Currently used in development of Patimban Port. 	<ul style="list-style-type: none"> Distributed in Bulk. Better strength than OPC with extraordinary durability than OPC. For infrastructure, high-rise building, & precast industry. 

Outlook

RISK		OPPORTUNITY	
External	<ul style="list-style-type: none"> • Geopolitical risk: escalating conflict & war • Volatility of foreign exchange rates • Increase in energy price: coal & oil • Cement export competition 	Volume	<ul style="list-style-type: none"> • Continuous cement supply to IKN & surroundings • Infrastructure & smelter projects • Higher bulk composition • 2024 domestic cement is expected to grow 2-3%
Domestic	<ul style="list-style-type: none"> • Regional election (Pilkada) in November • Weak purchasing power • Higher export tax on few consumer goods could put more pressure to the purchasing power • VAT increase in 2025 	Policy	<ul style="list-style-type: none"> • Government incentive: VAT discount for home purchases, future housing program, possible more property stimulus • Further cuts in US Fed & BI rates
Industry	<ul style="list-style-type: none"> • Oversupply capacity • More fighting brands (bag product) 	Sustainability /Production	<ul style="list-style-type: none"> • Increase use of alternative fuels: RDF (from waste processing) & variety of biomass products • Clinker ratio reduction – more GREEN cement types <ul style="list-style-type: none"> - Bag: new SNI standard - Bulk: hydraulic cement & slag cement • Operation of solar panels in Indocement factories • Continuous efforts on automation/digitalization
Regulation	<ul style="list-style-type: none"> • Future policy: <ul style="list-style-type: none"> - VAT increase to 12% - Fuel subsidy reallocation - ODOL (Over Dimension Over Loading) for truck - Carbon tax - Electricity tariff 	Logistics	<ul style="list-style-type: none"> • More connectivity through toll roads & container ports should improve distribution of goods



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Thank You



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