

**SEMEN GRESIK GROUP SALES VOLUME ( IN TONS )**

| DESCRIPTION           | JANUARY - NOVEMBER |                   |               | DECEMBER         |                  |               | JANUARY - DECEMBER |                   |               |
|-----------------------|--------------------|-------------------|---------------|------------------|------------------|---------------|--------------------|-------------------|---------------|
|                       | 2011               | 2010              | + ( % )       | 2011             | 2010             | + ( % )       | 2011               | 2010              | + ( % )       |
| <b>DOMESTIC :</b>     |                    |                   |               |                  |                  |               |                    |                   |               |
| GRESIK                | 9.086.839          | 8.043.790         | 13,0          | 887.641          | 867.587          | 2,3           | 9.974.480          | 8.911.376         | 11,9          |
| PADANG                | 5.227.855          | 4.708.962         | 11,0          | 593.003          | 551.231          | 7,6           | 5.820.858          | 5.260.193         | 10,7          |
| TONASA                | 3.484.255          | 3.153.566         | 10,5          | 311.707          | 314.551          | (0,9)         | 3.795.962          | 3.468.117         | 9,5           |
| <b>TOTAL DOMESTIC</b> | <b>17.798.949</b>  | <b>15.906.318</b> | <b>11,9</b>   | <b>1.792.351</b> | <b>1.733.368</b> | <b>3,4</b>    | <b>19.591.300</b>  | <b>17.639.686</b> | <b>11,1</b>   |
| <b>EXPORT :</b>       |                    |                   |               |                  |                  |               |                    |                   |               |
| GRESIK                | -                  | -                 | -             | -                | -                | -             | -                  | -                 | -             |
| PADANG                | 24.878             | 185.846           | (86,6)        | -                | 37.018           | (100,0)       | 24.878             | 222.864           | (88,8)        |
| TONASA                | 98.070             | 59.550            | 64,7          | 4.200            | 8.137            | (48,4)        | 102.270            | 67.687            | 51,1          |
| <b>TOTAL EXPORT</b>   | <b>122.948</b>     | <b>245.396</b>    | <b>(49,9)</b> | <b>4.200</b>     | <b>45.155</b>    | <b>(90,7)</b> | <b>127.148</b>     | <b>290.551</b>    | <b>(56,2)</b> |
| <b>TOTAL :</b>        |                    |                   |               |                  |                  |               |                    |                   |               |
| GRESIK                | 9.086.839          | 8.043.790         | 13,0          | 887.641          | 867.587          | 2,3           | 9.974.480          | 8.911.376         | 11,9          |
| PADANG                | 5.252.733          | 4.894.808         | 7,3           | 593.003          | 588.249          | 0,8           | 5.845.736          | 5.483.057         | 6,6           |
| TONASA                | 3.582.325          | 3.213.116         | 11,5          | 315.907          | 322.688          | (2,1)         | 3.898.232          | 3.535.804         | 10,3          |
| <b>TOTAL VOLUME</b>   | <b>17.921.897</b>  | <b>16.151.714</b> | <b>11,0</b>   | <b>1.796.551</b> | <b>1.778.523</b> | <b>1,0</b>    | <b>19.718.448</b>  | <b>17.930.237</b> | <b>10,0</b>   |

**CEMENT CONSUMPTION ( IN TONS )**

| AREA                   | JANUARY - NOVEMBER |                   |               | DECEMBER         |                  |               | JANUARY - DECEMBER |                   |               |
|------------------------|--------------------|-------------------|---------------|------------------|------------------|---------------|--------------------|-------------------|---------------|
|                        | 2011               | 2010              | + ( % )       | 2011             | 2010             | + ( % )       | 2011               | 2010              | + ( % )       |
| JAKARTA                | 4.173.122          | 3.435.378         | 21,5          | 457.039          | 385.272          | 18,6          | 4.630.161          | 3.820.650         | 21,2          |
| BANTEN                 | 2.495.981          | 1.885.321         | 32,4          | 283.177          | 205.865          | 37,6          | 2.779.158          | 2.091.186         | 32,9          |
| WEST JAVA              | 6.399.884          | 5.316.127         | 20,4          | 661.021          | 559.085          | 18,2          | 7.060.905          | 5.875.212         | 20,2          |
| CENTRAL JAVA           | 4.840.073          | 4.060.675         | 19,2          | 462.789          | 410.335          | 12,8          | 5.302.862          | 4.471.010         | 18,6          |
| YOGYAKARTA             | 692.887            | 549.549           | 26,1          | 69.781           | 62.340           | 11,9          | 762.668            | 611.889           | 24,6          |
| EAST JAVA              | 5.410.672          | 4.594.114         | 17,8          | 568.596          | 532.627          | 6,8           | 5.979.268          | 5.126.741         | 16,6          |
| <b>TOTAL JAVA</b>      | <b>24.012.620</b>  | <b>19.841.164</b> | <b>21,0</b>   | <b>2.502.403</b> | <b>2.155.525</b> | <b>16,1</b>   | <b>26.515.022</b>  | <b>21.996.688</b> | <b>20,5</b>   |
| SUMATRA                | 9.967.854          | 8.738.763         | 14,1          | 1.059.865        | 952.168          | 11,3          | 11.027.719         | 9.690.931         | 13,8          |
| KALIMANTAN             | 3.053.098          | 2.576.703         | 18,5          | 307.744          | 256.314          | 20,1          | 3.360.842          | 2.833.018         | 18,6          |
| SULAWESI               | 3.182.337          | 2.729.568         | 16,6          | 344.295          | 317.328          | 8,5           | 3.526.632          | 3.046.896         | 15,7          |
| NUSA TENGGARA          | 2.513.963          | 2.181.704         | 15,2          | 265.278          | 145.228          | 82,7          | 2.779.241          | 2.326.931         | 19,4          |
| MALUKU & IRIAN J.      | 713.876            | 807.699           | (11,6)        | 77.013           | 80.213           | (4,0)         | 790.889            | 887.912           | (10,9)        |
| <b>TOTAL INDONESIA</b> | <b>43.443.748</b>  | <b>36.875.601</b> | <b>17,8</b>   | <b>4.556.598</b> | <b>3.906.776</b> | <b>16,6</b>   | <b>48.000.345</b>  | <b>40.782.376</b> | <b>17,7</b>   |
| EXPORT SEMEN           | 239.764            | 695.072           | (65,5)        | 12.576           | 81.225           | (84,5)        | 252.340            | 776.297           | (67,5)        |
| EXPORT CLINKER         | 948.121            | 1.892.164         | (49,9)        | 51.467           | 214.535          | (76,0)        | 999.588            | 2.106.699         | (52,6)        |
| <b>TOTAL EXPORT</b>    | <b>1.187.885</b>   | <b>2.587.236</b>  | <b>(54,1)</b> | <b>64.043</b>    | <b>295.760</b>   | <b>(78,3)</b> | <b>1.251.928</b>   | <b>2.882.996</b>  | <b>(56,6)</b> |
| <b>GRAND TOTAL</b>     | <b>44.631.632</b>  | <b>39.462.838</b> | <b>13,1</b>   | <b>4.620.641</b> | <b>4.202.536</b> | <b>9,9</b>    | <b>49.252.273</b>  | <b>43.665.372</b> | <b>12,8</b>   |

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