EQUITY RESEARCH · INDONESIA CEMENT

PT Semen Indonesia (Persero) Tbk. (SMGR IJ)

2Q26 Earnings Flash · Consolidated · 2 September 2026

aldiracita SEKURITAS INDONESIA

SMGR — 2Q26 Results MISS, as distribution and promotion costs absorb the whole gross margin recovery

2Q26 · Revenue +17.7% yoy to IDR 9.4 Tn | Operating Profit +13.3% yoy to IDR 344 Bn | EBITDA -0.4% yoy to IDR 1.1 Tn | Net Profit IDR 148 Bn vs. IDR 3 Bn loss | Gross margin 22.7% (+2.9pp yoy)

Revenue (2Q26)	Operating Profit (2Q26)	EBITDA (2Q26)	Net Profit (2Q26)
IDR 9.4 Tn	IDR 344 Bn	IDR 1.1 Tn	IDR 148 Bn
+17.7% YoY | +12.9% QoQ	+13.3% YoY | +5.3% QoQ	-0.4% YoY | -2.2% QoQ	vs. IDR 3 Bn loss in 2Q25 | +84.1% QoQ

KEY TAKEAWAYS

- 2Q26 revenue rose **17.7% YoY and 12.9% QoQ to IDR 9.4 Tn**, taking 1H26 to IDR 17.6 Tn, or 47.5% of FY26 consensus and in line on the top line. The move splits cleanly into **9.5% more tonnes and 7.5% higher revenue per ton**. Domestic volume did the work, up 13.7% YoY to 7.6 Mn tons on an 11.0% rise in bag cement, while non-domestic volume fell 4.5% as export shipments out of the Indonesian plants stayed weak. Cement and clinker contributed IDR 8.4 Tn of the quarter while the rest of the group fell 11.7%.
- Gross profit of IDR 2.1 Tn was 35.1% higher YoY and lifted **2Q26 gross margin to 22.7%, up 2.9pp**, as revenue per ton grew 7.5% against cost of revenue per ton of only 3.6%. Almost none of it reached the operating line. Of the IDR 553 Bn added to gross profit YoY, **IDR 512 Bn went straight back out** in selling and administrative expense, freight and handling up 80.8% and promotion three and a half times higher, and **domestic market share still eased to 46.3%** from 46.9% in 2Q25. Operating profit therefore added 13.3% to IDR 344 Bn, and 2Q26 EBITDA of IDR 1.1 Tn came in 0.4% below last year.
- 2Q26 **net profit of IDR 148 Bn** compares with a IDR 3 Bn loss a year earlier and takes 1H26 to IDR 228 Bn, 42.9% of FY26 consensus. Most of that swing sits below the operating line. 2Q26 net finance cost fell 33.7% YoY to IDR 110 Bn after interest-bearing debt came down IDR 2.3 Tn over the half, a IDR 47 Bn foreign exchange gain replaced a loss, and the **effective tax rate dropped to 40.5% from 95.4%**.
- At **3.7x blended forward EV/EBITDA** on 1 September 2026, against a five-year mean of 5.9x and a -1SD of 4.7x, SMGR sits **nearer its -2SD of 3.5x** than anywhere else in its own five-year range, so the de-rating has already discounted the earnings the accounts show rather than the volume underneath them. Seasonality cuts both ways here. 1H25 carried only 44.3% of FY25 revenue and 20.9% of FY25 net profit, so 1H26 at 47.5% and 42.9% runs ahead of the company's own shape of year, while EBITDA at 45.1% against 45.9% last year does not. ***Key watch: whether 3Q26 selling expense per ton retreats while domestic share holds near 46%.***

INCOME STATEMENT · IDR Tn, Consolidated

(IDR Tn)	2Q25*	1Q26	2Q26*	QoQ	YoY	1H25	1H26	YTD
Revenue	7.95	8.29	9.36	+12.9%	+17.7%	15.61	17.65	+13.1%
Gross Profit	1.57	1.67	2.13	+27.4%	+35.1%	3.14	3.80	+21.1%
Operating Income*	0.30	0.33	0.34	+5.3%	+13.3%	0.61	0.67	+10.8%
EBITDA*	1.09	1.11	1.09	-2.2%	-0.4%	2.20	2.20	+0.1%
Net Profit	(0.00)	0.08	0.15	+84.1%	*n.m*	0.04	0.23	+471.0%

**Aldiracita calculation*

MARGIN · Ratio %

(Ratio %)*	2Q25	1Q26	2Q26	QoQ pp	YoY pp	1H25	1H26	YTD pp
Gross Margin	19.8	20.1	22.7	+2.6pp	+2.9pp	20.1	21.5	+1.4pp
Operating Margin	3.8	3.9	3.7	-0.3pp	-0.1pp	3.9	3.8	-0.1pp
EBITDA Margin	13.7	13.4	11.6	-1.8pp	-2.1pp	14.1	12.5	-1.6pp
Net Profit Margin	(0.0)	1.0	1.6	+0.6pp	+1.6pp	0.3	1.3	+1.0pp

**Aldiracita calculation*

PT Semen Indonesia (Persero) Tbk. (SMGR IJ)

2Q26 Earnings Flash · Consolidated · 2 September 2026

aldiracita SEKURITAS INDONESIA

REVENUE SEGMENTATION · IDR Bn

(IDR Bn)	2Q25*	1Q26	2Q26*	QoQ	YoY	1H25	1H26	YTD
Cement	6,060	6,426	7,653	+19.1%	+26.3%	11,925	14,079	+18.1%
Clinker	853.3	905.8	788.9	-12.9%	-7.5%	1,839	1,695	-7.9%
Precast & readymix	321.6	354.9	421.8	+18.8%	+31.1%	670.6	776.7	+15.8%
Building materials	461.9	231.5	238.9	+3.2%	-48.3%	635.2	470.5	-25.9%
Construction services	86.6	121.6	83.2	-31.6%	-3.9%	198.3	204.7	+3.2%
Logistics	68.6	147.9	53.6	-63.7%	-21.8%	157.4	201.5	+28.0%
Others	102.0	101.0	121.2	+20.0%	+18.7%	183.7	222.1	+20.9%
Total	**7,954**	**8,288**	**9,361**	**+12.9%**	**+17.7%**	**15,609**	**17,650**	**+13.1%**

**Aldiracita calculation*

OPERATIONAL PERFORMANCE

Key Metric	Unit	2Q25	1Q26	2Q26*	QoQ	YoY	1H25	1H26*	YTD
Total sales volume	Mn ton	8.73	8.71	9.56	+9.7%	+9.5%	17.30	18.28	+5.6%
Domestic volume	Mn ton	6.73	6.54	7.65	+17.0%	+13.7%	12.93	14.18	+9.7%
Non-domestic volume*	Mn ton	2.01	2.18	1.92	-12.0%	-4.5%	4.37	4.09	-6.4%
Domestic bag volume	Mn ton	4.90	4.93	5.44	+10.3%	+11.0%	9.34*	10.37	+11.0%
Domestic market share	%	46.8*	46.3	46.3	0.0pp	-0.5pp	46.5	46.3	-0.2pp
Revenue per ton*	IDR '000	911	951	979	+2.9%	+7.5%	902	966	+7.1%
COGS per ton	IDR '000	731	760	757	-0.4%	+3.6%	721*	758	+5.2%
Opex per ton	IDR '000	154	160	186	+16.3%	+20.3%	152*	173	+14.3%

**Aldiracita calculation*

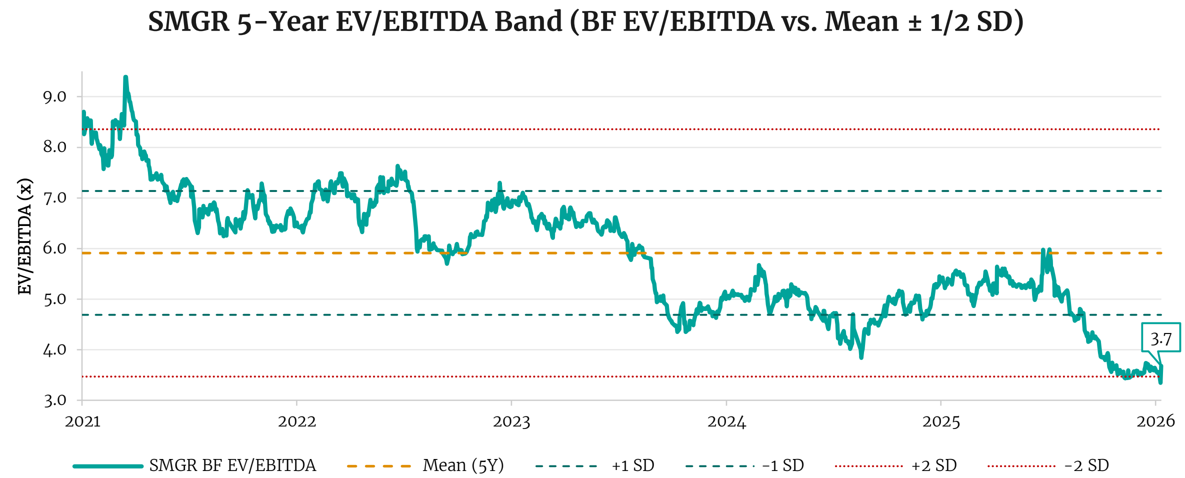
1H26 ACTUAL vs. BLOOMBERG CONSENSUS · % OF FY26F (1H26 PACE = 50%)

Metric (IDR Tn)	1H26 Actual	FY26F Cons.	% of FY26F	Verdict
Revenue	17.65	37.14	47.5%	In-Line
Operating Income	0.67*	1.66	40.4%	Miss
EBITDA	2.20*	4.87	45.1%	Miss
Net Profit	0.23	0.53	42.9%	Miss

**Aldiracita calculation*

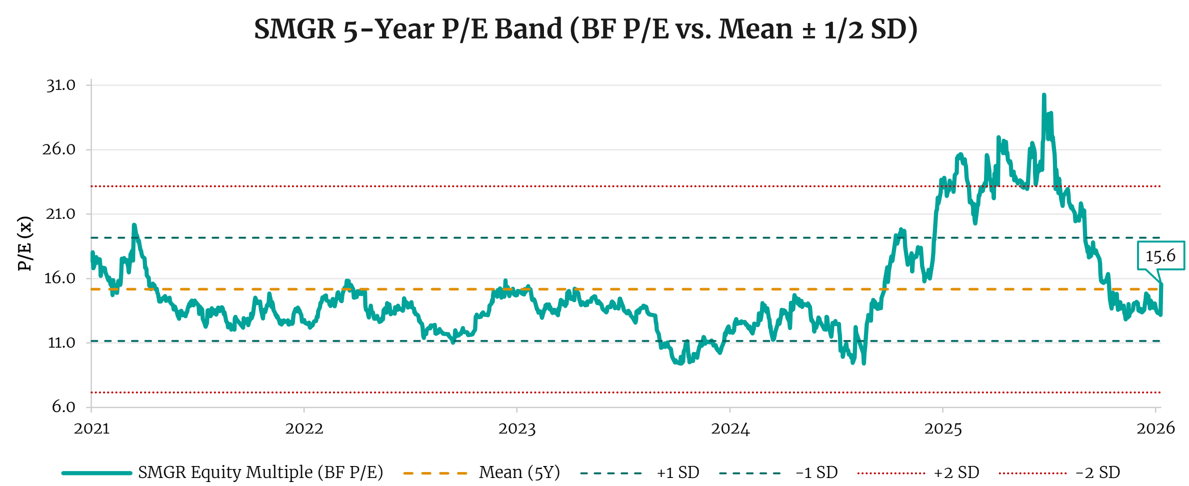
Source: PT Semen Indonesia (Persero) Tbk financial statements; Bloomberg consensus.

VALUATION · SMGR 5-YEAR EV/EBITDA BAND



Current BF EV/EBITDA 3.7x as of 01 Sep 2026 vs. 5-year mean 5.9x (+1 SD 7.1x / -1 SD 4.7x / +2 SD 8.4x / -2 SD 3.5x). Source: Bloomberg.

VALUATION · SMGR 5-YEAR P/E BAND



Current BF P/E 15.6x as of 01 Sep 2026 vs. 5-year mean 15.2x (+1 SD 19.2x / -1 SD 11.2x / +2 SD 23.2x / -2 SD 7.2x). Source: Bloomberg.

PT Aldiracita Sekuritas Indonesia
Menara Tekno Lt. 9,
Jl. H. Fachrudin No.19, Kampung Bali, Tanah Abang,
Jakarta Pusat, 10250
Indonesia
Phone: +61 21 39705858

Contact
Research: research@aldiracita.com
Phone: +62 21 39705860

ANALYST CERTIFICATION & DISCLAIMER

Analyst Certification. The views expressed in this research report accurately reflect the analyst's personal views about any and all of the subject securities or issuers; and no part of the research analyst's compensation was, is, will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

Disclaimer. This research is based on information obtained from sources believed to be reliable, but we do not make any representation or warranty nor accept any responsibility or liability as to its accuracy, completeness or correctness. Opinions expressed are subject to change without notice. This document is prepared for general circulation. Any recommendation contained in this document does not have regard to the specific investment objectives, financial situation, and the particular needs of any specific addressee. This document is not and should not be construed as an offer or a solicitation of an offer to purchase or subscribe or sell any securities. PT Aldiracita Sekuritas Indonesia or its affiliates may seek or will seek investment banking or other business relationships with the companies in this report.