



**PUBLIC EXPOSE IMPLEMENTATION REPORT PT SOLUSI BANGUN INDONESIA, TBK  
DATED 8 APRIL 2022**

**I. Time and venue**

Day/date : Friday, 8 April 2022

Time : 10.45 – 11.30 WIB

Venue : Priority Sky Ballroom 2-3

Aston Priority Simatupang Hotel

Jl. Let.Jend. T.B. Simatupang Kav. 9 Kebagusan, Jakarta Selatan 12520, Indonesia & melalui *Video Conference*

**II. Attending Company's Management**

1. Mr Lilik Unggul Raharjo, President Director
2. Mr Ony Suprihartono, Director
3. Mr Soni Asrul Sani, Director
4. Mr Yasuhide Abe, Director
5. Mr Andika Lukmana, Corporate Secretary
6. Mr Giri Prabowo, ACM Group Head
7. Mr Adi Purnomo, Treasury Manager

**III. Rundown**

1. The Public Expose was opened by the host, Ms. Indira Safira Samahati at 10.45 WIB.
2. The event continued with opening remarks, introductions to the management of the Company who were present and presentation of management by Mr. Lilik Unggul Raharjo, President Director of the Company and also through management presentation videos. The Public Expose presentations, among others, consist of:
  - a. 2021 cement and construction business sector overview;
  - b. Summary of the company's financial performance in 2021;
  - c. Overview of the Company's operations for 2021;
  - d. The Company's focus in 2022;
  - e. Business projections for 2022;
  - f. The resolutions of the Extraordinary General Meeting of Shareholders dated February 18, 2022;
  - g. Resolution of the Annual General Meeting of Shareholders on April 8, 2022.We attach the Public Expose presentation material to this report.
3. The Public Expose ends with a question and answer session and closes at 11.30 WIB.





#### IV. Attendance List

The Public Expose was attended by analysts, investors, media and other parties. The number of participants for Public Expose are 27 participants.

The list of attendance for our Public Expose is attached to this report.

#### V. Questions and Answers

##### 1. Ms Amalia from Media Kontan

###### a. What is the SMCB projection in 2022 (Production and sales volume, revenue, profit, capex)?

Answer:

We foresee encouraging economic opportunities in 2022, thus the Company is still optimistic to continue meeting the market needs. We project an increase in revenue and sales and inevitable price increases as an impact of the rising coal prices, electricity and other commodities. We are still optimistic that there will be some growth, although it will be challenging. With regard to capex, we also allocate capex for operational continuity and strategic capex such as to continue the construction & development of the Tuban jetty in collaboration with Taiheiyo Cement Corporation (“TCC”) for export purposes to America for Type V cement which is expected to be completed at the end of 2023. There are capex related to sustainable development, including how we reduce CO2 by using alternative fuels, since increasing the use of alternative fuels requires capex and also related to digitalization.

###### b. In terms of actual coal usage in your production process, did you get the DMO coal price for industry, which is US\$ 90 per ton?

Answer:

There is a stipulation that certain industries such as the cement industry receive a DMO price of US\$90 per ton. Particularly for SBI, we have received the DMO price even though it has not been fully fulfilled, only about 70%. We expect to fully get the DMO price for at least 1 year.

###### c. What is your strategy in dealing with the (price) increase in fuel/raw materials?

Answer:

Fuel is indeed quite significant in terms of production costs of around 30%, coming from fuel. With a significant increase in coal compared to early 2021, where the increase in coal prices occurred at the end of 2021. The Company is encouraged to make innovations in increasing efficiency, including increasing the use of alternative fuels. In relation to innovation to increase efficiency and digitization, we hope that the consumption of fuel and electricity can be reduced, then also with the use of alternative fuels that we can increase the use of coal.





2. Mr Gunawan Wihandono from BANGSAONLINE.com

- a. How did you manage to optimize CSR programs for the community around the company, so that the CSR programs launched can be right on target?

Answer:

In the implementation of CSR implementation, the Company always conducts dialogue/communication with relevant stakeholders, especially with the communities around where the Company operates. Of course there is input/feedback and analysis for program priorities which include improving livelihood, education or health. We conduct dialogues in the beginning of the year where we present our programs, continued with reviews and assessment by an independent party to measure the effectiveness of this CSR implementation. As stated in the video, from the existing assessment / survey it was stated that the existence of the Company through the CSR index is in the "acceptance" and "approval" level. So far, the CSR that has been implemented has been quite effective, because we are really engaging with the surrounding community.

- b. How do you manage to increase CO2 emission reduction and operations efficiency?

Answer:

This has become a global concern regarding net zero emissions. There are many things we do, including the use of alternative fuels, both industrial waste and municipal waste, which we have implemented such as in Cilacap and partly in Narogong in collaboration with the DKI Government, and also industrial waste, which of course will reduce coal and ultimately reduce CO2. Then operational efficiency, as previously stated, there are many innovations that we continue to push, including digitalization, where the use/consumption of fuel and electricity can be reduced.

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