

Standard Chartered Double in 3, Triple in 5 Asia Pacific Emerging Conference

The Ritz-Carlton Millenia Singapore

31 October 2013

- The Largest Filter Manufacturer in the region
- The Most Comprehensive range of products
- Exported to more than 100 countries worldwide
- Trademark Registration in more than 100 countries worldwide

Filtration



Automotive Filter

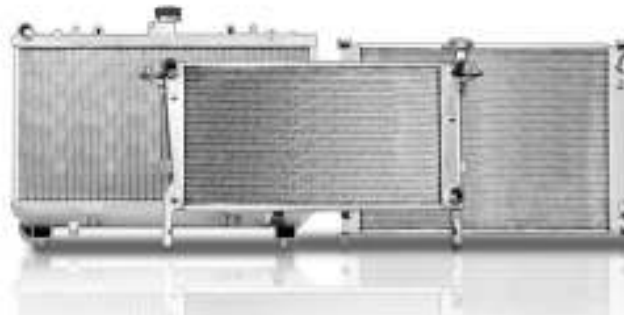


Heavy Equipment Filter

Heat Exchanger



Aluminum Plastic Radiator



All Aluminum Racing Radiator



Copper Brass Radiator



Oil Cooler



Copper Plastic Radiator



Heavy Equipment Radiator



Radiator for Genset

Capacity & Utilization

Filtration	Capacity	Production	% Utilization
2008	70.800	44.950	63%
2009	72.000	39.596	55%
2010	72.000	48.256	67%
2011	96.000	51.974	54%
2012	96.000	51.800	54%

Heat Exchanger	Aluminum			Copper Brass		
	Capacity	Production	%	Capacity	Production	%
2008	750	525	70%	450	82	18%
2009	750	629	84%	450	108	24%
2010	1.500	739	49%	450	89	20%
2011	1.500	778	52%	450	71	16%
2012	1.500	703	47%	450	58	13%

Capacity and Utilization of Carosserie & Other Products

Product	Capacity	Production							
		2012	%	2011	%	2010	%	2009	%
Carosserie	10.000	3.871	39%	3.514	35%	2.615	26%	1.849	18%
Brake Pipe	1.800	871	48%	610	34%	477	26%	219	12%
Fuel Tank	96	68	71%	56	58%	45	47%	27	28%
Muffler	76	42	55%	31	40%	28	37%	11	15%

Amount in Thousand Unit except Carosserie

Brand Names

Our Product brand names are well recognized in the after market as well as OEM & OES, both locally and internationally. Some of our brand names are:



SAKURA
Filtration Product



RADIATOR



DUMP HOIST



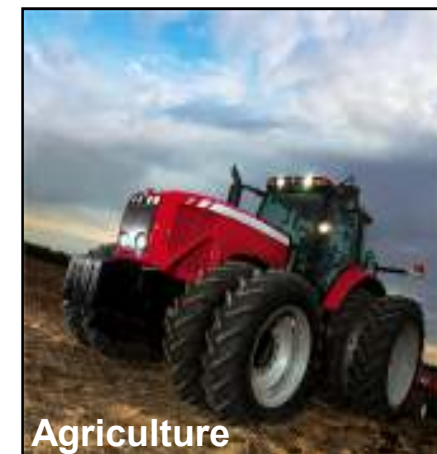
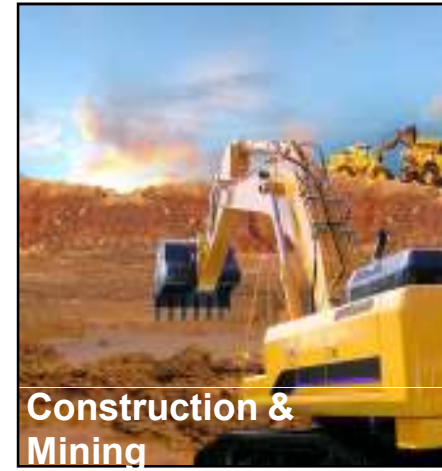
COOLANT



BRAKE PARTS

One Stop Shop

With more than 6,000 part numbers available, we provide our customers with a full range of applications in radiators and filters.



List of OEM/OES

- Anhui HA
- Bei Ben
- Caterpillar
- Chery
- Chevrolet
- Daihatsu
- Ford
- Foton
- Greatwall
- Hino
- Hitachi
- Holden
- Honda
- Hyundai
- Isuzu
- JCB
- KIA
- Kobelco
- Komatsu
- Kubota
- MAN
- Mazda
- Mercedes-Benz
- Mitsubishi
- Nissan
- Shanghai DE
- Shantui CM
- Suzuki
- TCM
- Toyota
- UD Trucks
- Yanmar

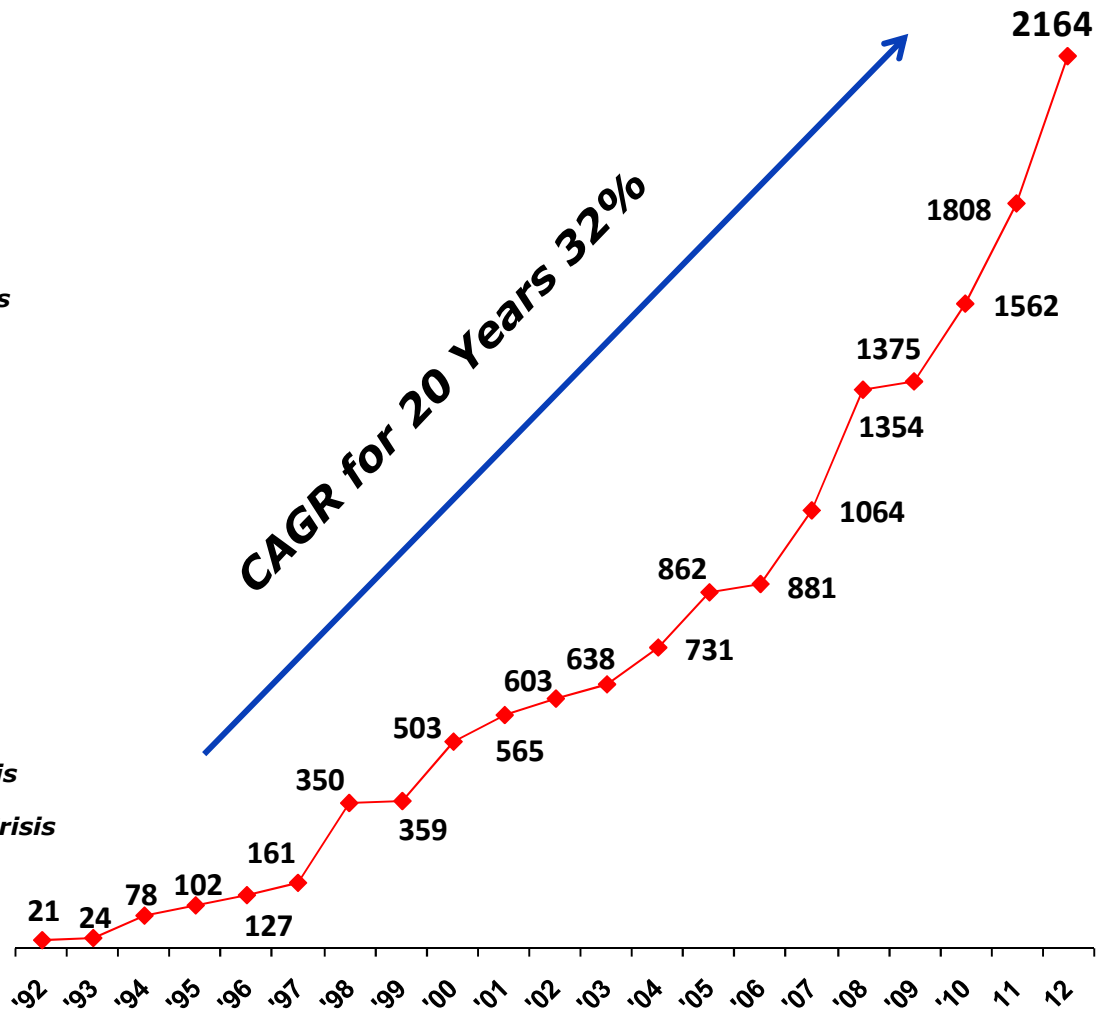
20 Years Consecutive Sales Growth

No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011*)	1.808
20	2012	2.164

→ *Asia Crisis*

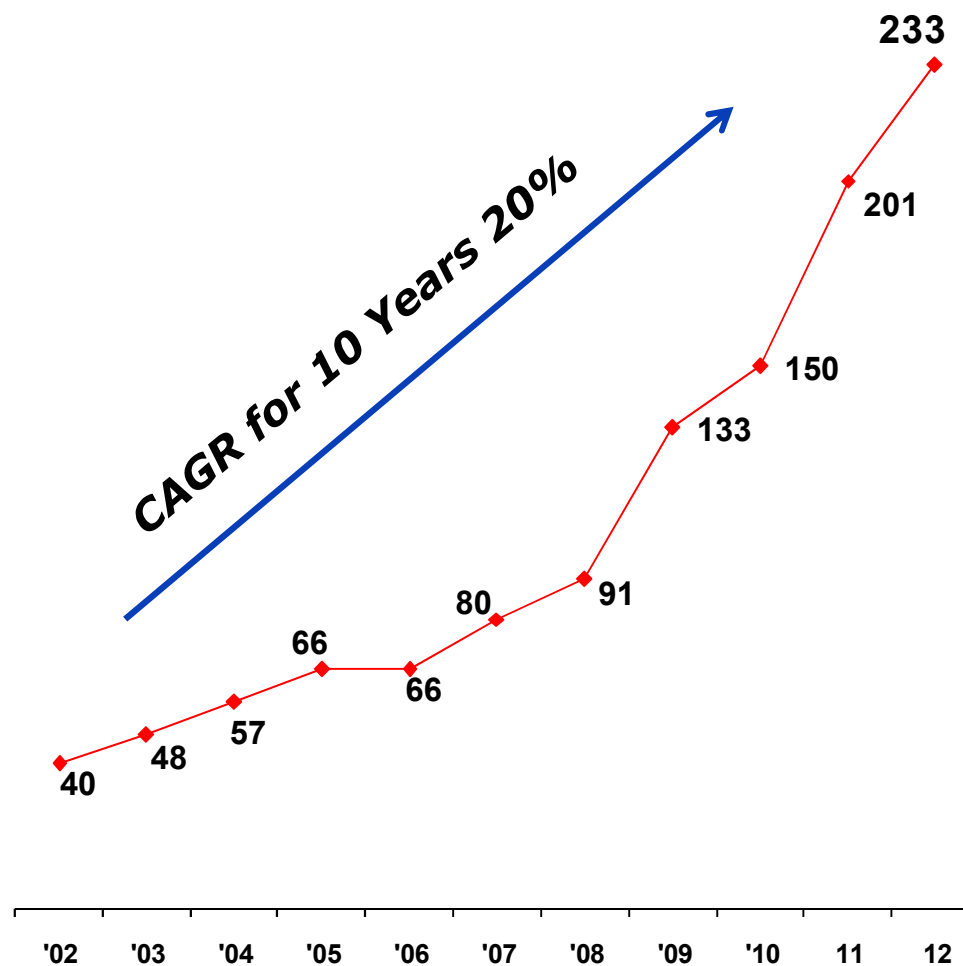
→ *USA Crisis*

→ *Europe Crisis*



10 Years Consecutive Net Income Growth

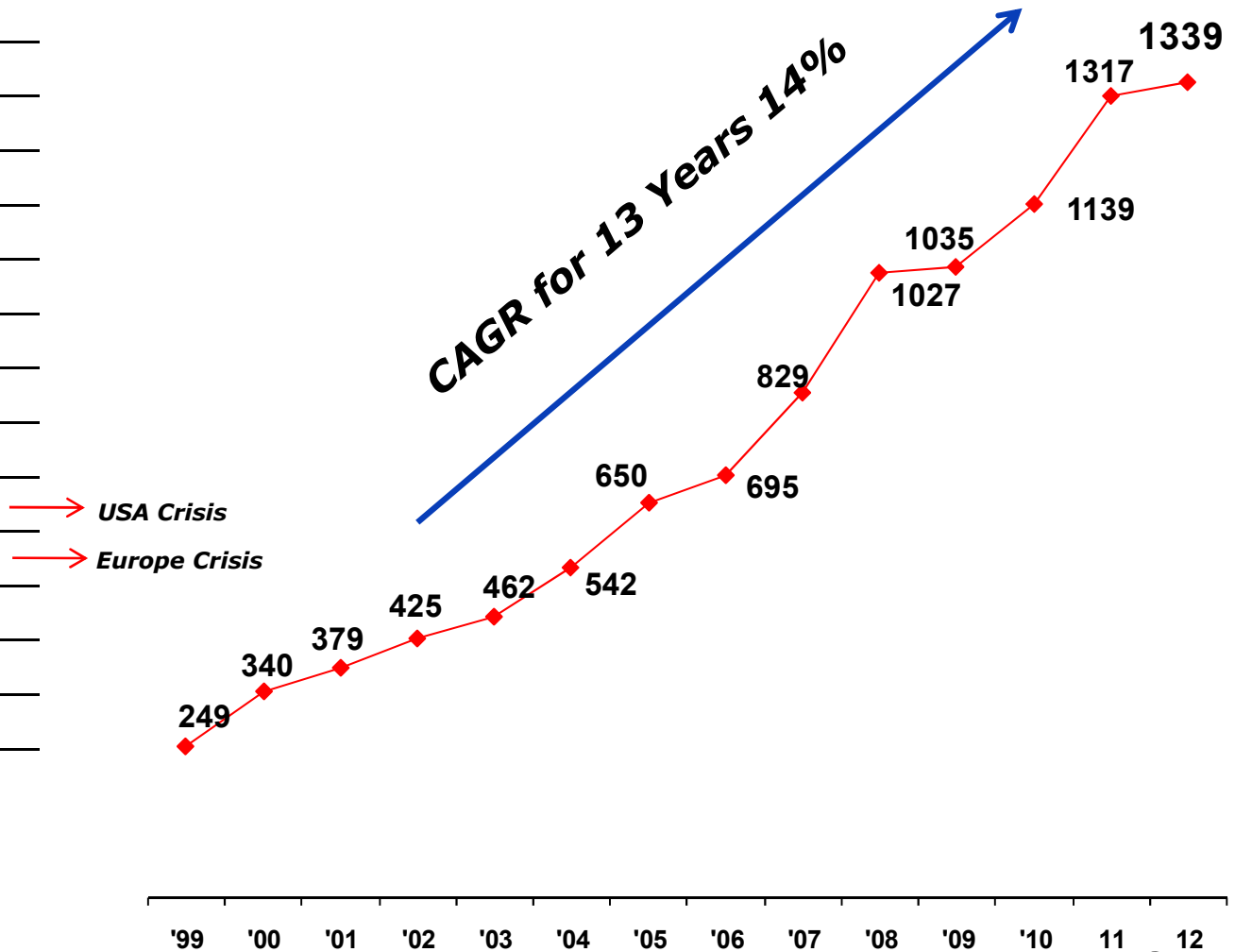
	Year	Net Income
	2002	40
1	2003	48
2	2004	57
3	2005	66
4	2006	66
5	2007	80
6	2008	91
7	2009	133
8	2010	150
9	2011*)	201
10	2012	233



13 Years Consecutive Export Sales Growth

No	Year	Export Sales
	1999	249
1	2000	340
2	2001	379
3	2002	425
4	2003	462
5	2004	542
6	2005	650
7	2006	695
8	2007	829
9	2008	1.027
10	2009	1.035
11	2010	1.139
12	2011	1.317
13	2012	1.339

Amount in Billion Rupiah

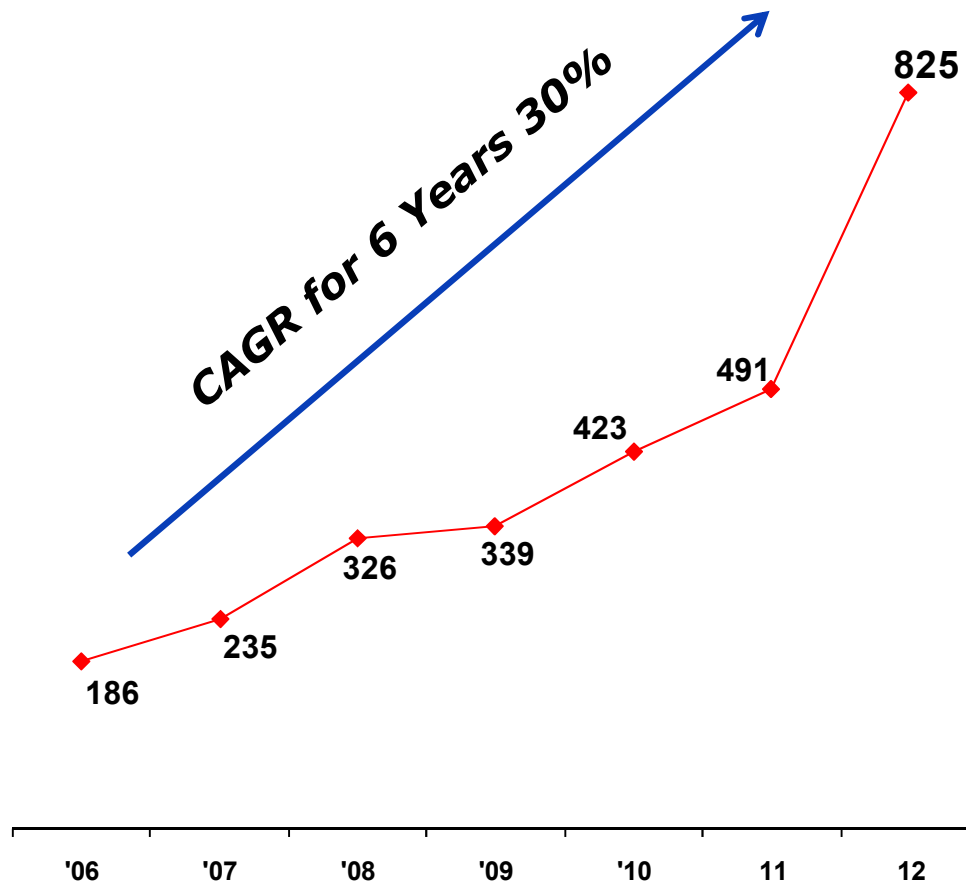


6 Years Consecutive Local Sales Growth

No	Year	Local Sales
	2006	186
1	2007	235
2	2008	326
3	2009	339
4	2010	423
5	2011*)	491
6	2012	825

Amount in Billion Rupiah

**) without Retrospective*



8 Years Consecutive Dividend Payment Growth

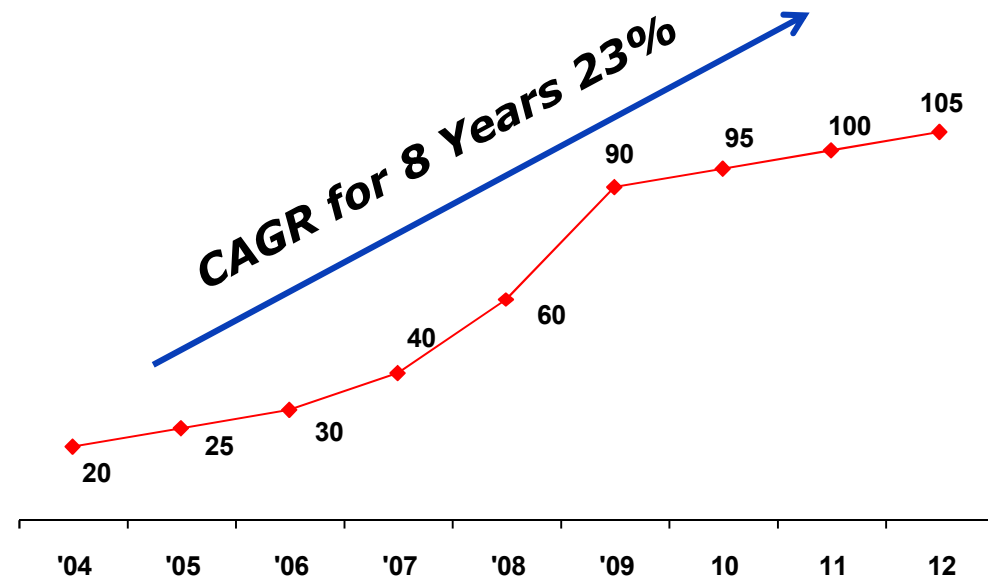
No	Financial Year	Dividend Per Share	Earning Per Share	Payout Ratio
	2004	20	44	45%
1	2005	25	46	49%
2	2006	30	46	62%
3	2007	40	56	72%
4	2008	60	64	94%
5	2009	90	92	98%
6	2010	95	104	91%
7	2011	100	140	71%
8	2012	105	162	65%
	2013	60 ^{*)}	132	45%

^{*)} = Interim Dividend Financial Year 2013

DIVIDEND POLICY

Dividend percentage of net income are :

- Net income up to Rp 10 billion : 35% ;
- Net income above Rp 10 billion - Rp 30 billion : 40% ;
- Net income above Rp 30 billion : 45%.





3Q 2013 Result

Corporate Action & Investment Activity 9 Months Ended in 2013

Jan 2013 :

Additional Paid in Capital in TRSS: 5.445 shares (Rp. 5.445.000.000) From 5.676 shares (Rp 5.676.000.0000) to 11.121 shares (Rp. 11.121.000.000)

June 2013 :

On Friday, June 28, 2013, SMSM has signed a Deed of Sale and Purchase of Share with PT Adrindo Intisarana ("AIS") and Eddy Hartono ("EH") related to Transaction of Share Purchase owned by AIS and EH in :

- PT Prapat Tunggal Cipta ("PTC") amounting Rp.50.600.999.899 or Rp.101 per share
- PT Selamat Sempana Perkasa ("SSP") amounting Rp.44.944.999.899 or Rp.101 per share

Continue.....

Share purchase transaction owned by AIS and EH in PT Prapat Tunggal Cipta ("PTC")

Shareholders	Shareholders Compositions			
	Before Transaction		After Transaction	
	Number of Share	%	Number of Share	%
PT Adrindo Intisarana	496.724.800	99,15	-	-
Eddy Hartono	4.275.200	0,85	1	0,0000002
PT Selamat Sempurna Tbk	-	-	500.999.999	99,9999998
Total	501.000.000	100	501.000.000	100

Share purchase transaction owned by AIS and EH in PT Selamat Sempana Perkasa ("SSP")

Shareholders	Shareholders Compositions			
	Before Transaction		After Transaction	
	Number of Share	%	Number of Share	%
PT Adrindo Intisarana	438.325.000	98,50	-	-
Eddy Hartono	6.675.000	1,50	1	0,0000002
PT Selamat Sempurna Tbk	-	-	444.999.999	99,9999998
Total	445.000.000	100	445.000.000	100

Proforma Financial Highlights 2012 related to Acquisitions PTC&SSP

Description	Before Transaction	After Transaction
Net Sales	2,164	2,270
Gross Profit	547	600
Net Income attributable to :		
Equity holders of the Parent Company	233	251
Non-controlling Interest	35	35
Gross Profit Margin	25.26%	26.43%
Net Income Margin	10.78%	11.05%

Amount In Billion Rupiah

Comparative Financial Highlights

Descriptions	3 Months ended		9 Months ended		Compare Q to Y	
	30 Sep'13	30 Sep'12*	30 Sep'13	30 Sep'12*	30 Sep'13	2012*
Net Sales	570	533	1,659	1,656	1,659	2,270
Gross Profit	136	130	404	429	404	600
Net Income Attributable to:						
Equity holders of the Parent Company	78	50	190	177	190	251
Non-controlling Interest	8	8	21	29	21	35
Total Assets			1,604	1,534	1,604	1,563
Total Current Assets			1,035	979	1,035	994
Total Liabilities			601	647	601	648
Total Current Liabilities			460	368	460	481
Equity attributable to :						
Equity holders of the Parent Company			835	709	835	740
Non-Controlling Interest			168	178	168	175
Earning per Share	54	35	132	123	132	174

Amount In Billion Rupiah except EPS

* Restated to give retrospective effect to acquisition of PT PTC & SSP

Financial Ratio

	9 Months Ended		Compare Q to Y	
	30 Sep'13	30 Sep'12 *	30 Sep'13	2012*
Net Sales Growth	0,2%			
Total Asset Growth	5%		3%	
Equity Growth **)	18%		13%	
Gross Profit Margin	24%	26%	24%	26%
Net Income Margin **)	11%	11%	11%	11%
Return on Assets	13%	13%	13%	18%
Return on Equity **)	23%	25%	23%	34%
Total Debt / Total Assets	37%	42%	37%	41%
Total Debt / Equity	60%	73%	60%	71%
Current Ratio	225%	266%	225%	207%

* Restated to give retrospective effect to acquisition of PT PTC & SSP

** Attributable to Equity holders of Parent Company

Sales Performance 3Q-2013 (9 Months Ended)

Market	Sales (Rp)				Inc/(Dec)	
	3Q-2013	%	3Q-2012	%	Rp	%
Export	991	60%	941	57%	50	5.3%
Local	668	40%	715	43%	(46)	(6.5%)
Total	1,659	100%	1,656	100%	3.5	0.2%

Product	Sales (Rp)				Inc/(Dec)	
	3Q-2013	%	3Q-2012	%	Rp	%
Filter	1,138	69%	1,111	67%	27	2,4%
Radiator	293	18%	272	16%	21	7.8%
Karoseri	150	9%	246	15%	(96)	(39.1%)
Other	198	12%	169	10%	29	17.1%
Distribution	238	14%	210	13%	26	13.1%
Elimination)	(357)	(22%)	(352)	(21%)		
Total	1,659	100%	1,656	100%	3.5	0.2%

Sales by Region

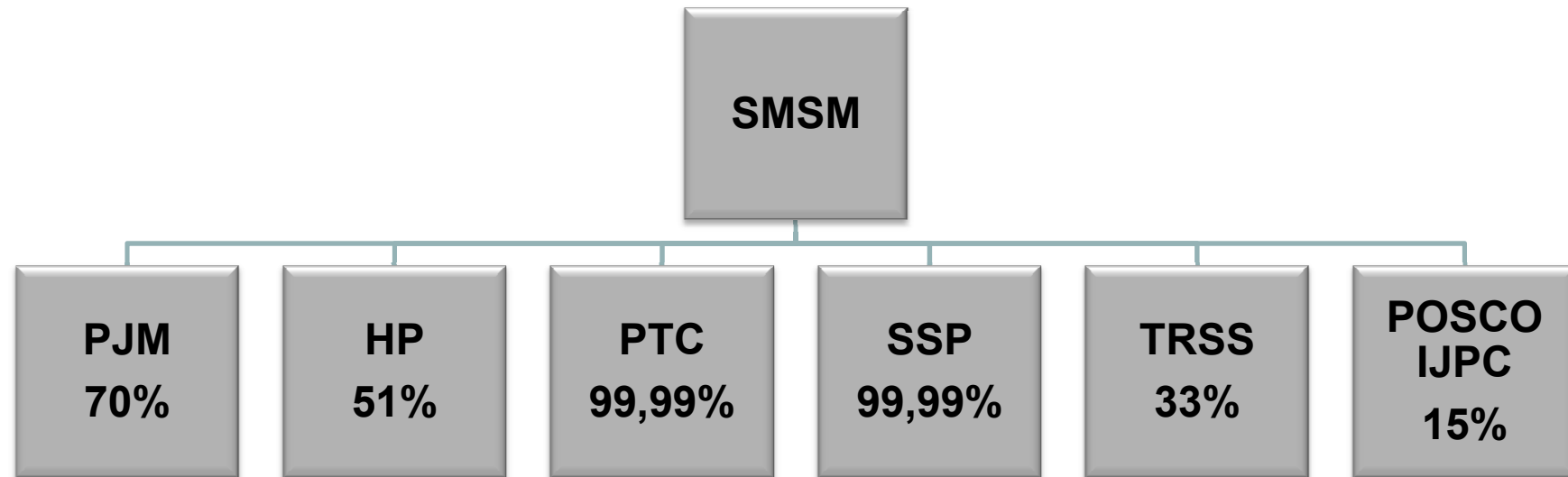
Region	3 Months Ended				9 Months Ended			
	3Q 2013		3Q 2012		3Q 2013		3Q 2012	
	Rp	%	Rp	%	Rp	%	Rp	%
Local	222	39%	211	40%	668	40%	715	43%
Asia	133	23%	126	24%	374	23%	360	22%
America	100	18%	88	16%	298	18%	266	16%
Europe	72	13%	63	12%	196	12%	193	12%
Australia	34	6%	37	7%	99	6%	100	6%
Africa	9	2%	8	1%	24	1%	23	1%
Total	570	100%	533	100%	1,659	100%	1,656	100%

Amount in Billion Rupiah

Bond Information

Name	Obligasi Selamat Sempurna II Tahun 2010 Dengan Tingkat Bunga Tetap
Series and Maturity	<ul style="list-style-type: none"> • Seri A Rp.80.000.000.000,- Maturity 370 days [settle] • Seri B Rp.80.000.000.000,- Maturity 3 years • Seri C Rp.80.000.000.000,- Maturity 5 years
Interest	<ul style="list-style-type: none"> • Seri A 8,9% per year settle 13 July 2011 • Seri B 10,3% per year settle 08 July 2013 • Seri C 10,8% per year due 08 July 2015
Interest basis	Quarterly basis
Guarantee	Clean basis
Proceeds of fund to	<ul style="list-style-type: none"> • Settlement of Bank Payable Rp180.000.000.000,- • Working Capital for payment of raw material, supporting material and finished good with maximum Rp 60.000.000.000,-
Listed on & Issuance Date	Indonesia Stock Exchange , July 09 th 2010
Bond rating	idAA- (05 April 2013)

Structure of Company relationship with the Subsidiaries and Associates



PJM : PT PANATA JAYA MANDIRI
HP : PT HYDRAXLE PERKASA
PTC : PT PRAPAT TUNGGAL CIPTA
SSP : PT SELAMAT SEMPANA PERKASA
TRSS : PT TOKYO RADIATOR SELAMAT SEMPURNA
POSCO IJPC : PT POSCO INDONESIA JAKARTA PROCESSING CENTER

PT Panata Jaya Mandiri – PJM (Subsidiary Company)

- ❑ SMSM owns a 70% stake in PJM
- ❑ *Joint venture* with Donaldson Company Inc., USA

Financial Highlights	3Q'13 (U)	3Q'12 (U)	2012 (A)	2011 (A)	2010 (A)
Net Sales	334	333	450	509	441
Gross Profit	75	77	106	116	91
Income From Operations	60	61	81	84	66
Net Income	48	46	62	61	48
Current Asset	226	196	181	200	163
Total Asset	298	276	260	281	242
Current Liabilities	61	61	43	53	72
Total Liabilities	72	72	54	65	81
Total Equity	225	204	206	216	161

Amount in Billion Rupiah **A = Audited**
U = Unaudited

PT Hydraxle Perkasa – HP (Subsidiary Company)

Financial Highlights PT Hydraxle Perkasa

Financial Highlights	3Q'13 (U)	3Q'12 (U)	2012 (A)	2011 (A)	2010 (A)
Net Sales	186	274	340	310	229
Gross Profit	27	57	63	43	27
Income From Operations	17	44	47	32	18
Net Income	13	31	34	22	11
Current Asset	134	158	147	102	84
Total Asset	231	262	250	196	160
Current Liabilities	21	19	14	80	51
Total Liabilities	27	25	19	84	55
Total Equity	205	237	231	112	105

Amount in Billion Rupiah A = Audited
U = Unaudited

Sales Based on Business Segment in HP

Year	Karoseri		Machinery Engineering		Slitting Center		Total Rp
	Rp	%	Rp	%	Rp	%	
2010 (A)	188	82%	35	15%	6	3%	229
2011 (A)	263	85%	41	13%	6	2%	310
2012 (A)	296	87%	39	11%	6	2%	340
3Q'12 (U)	246	90%	24	9%	4	1%	274
3Q'13 (U)	150	81%	32	17%	4	2%	186

Amount in Billion Rupiah

A = Audited

U = Unaudited



Recovery in Karoseri Business

Year	Q1	Q2	Q3
2012	94	189	246
2013	44	95	150
Increase/(Decrease)	(53.30%)	(49.78%)	(39.01%)

Amount in Billion Rupiah

U = Unaudited

PT Prapat Tunggal Cipta– PTC (Subsidiary Company)

Financial Highlights PT Prapat Tunggal Cipta

Financial Highlights	3Q'13(U)	3Q'12(U)	2012 (A)	2011 (A)	2010 (A)
Net Sales	237	210	290	259	223
Gross Profit	37	27	39	34	31
Income From Operations	19	12	19	14	13
Net Income	14	8,7	13	10	10
Current Asset	119	106	120	113	100
Total Asset	125	111	126	119	105
Current Liabilities	63	52	72	56	54
Total Liabilities	67	65	75	58	54
Total Equity	58	46	50	61	51

Amount in Billion Rupiah

A = Audited

U = Unaudited

PT Selamat Sempurna Perkasa – SSP (Subsidiary Company)

Financial Highlights PT Selamat Sempurna Perkasa

Financial Highlights	3Q'13 (U)	3Q'12 (U)	2012 (A)	2011 (A)	2010 (A)
Net Sales	100	83	115	108	106
Gross Profit	13	9,7	13	11	9
Income From Operations	8,4	5,1	7	5	5
Net Income	6,1	3,6	5	3	3
Current Asset	46	35	43	35	26
Total Asset	67	56	66	58	46
Current Liabilities	14	9	16	15	8
Total Liabilities	19	12	21	18	8
Total Equity	48	44	45	40	37

Amount in Billion Rupiah

A = Audited

U = Unaudited

PT Tokyo Radiator Selamat Sempurna (Associate Company)

Company Name	PT Tokyo Radiator Selamat Sempurna
Capital	Paid in Capital IDR 33.700.000.000
Shareholder Composition	Tokyo Radiator Mfg. Co. Ltd 67% PT Selamat Sempurna Tbk 33%
Main Product	Heat Exchanger
Capacity	150.000 pcs Radiator / year 125.000 Intercooler/year
Segmen Market	OEM
Commercial Operation	04 June 2013 Loss as per 31 Mar 2013 : IDR 9,75 Bio (Audited Apr'12-Mar'13) Loss as per 30 Sept 2013 : IDR 10,1 Bio (Unaudited Jan-Sep'13)
Auditor	Purwantono, Suherman & Surja (Ernst & Young)
Location	Komplek Industri ADR

POSCO IJPC (Associate Company)

- ❑ Established in 2005
- ❑ Formerly PT International Steel Indonesia
- ❑ SMSM owns a 15% stake in POSCO IJPC
- ❑ *Joint venture* with POSCO and DAEWOO International Corporation
- ❑ Scope of activities mainly steel processing
- ❑ Auditor : Osman Bing Satrio & Eny (Deloitte)

Financial Highlights	3Q'13(U)	3Q'12(U)	'12 (A)	'11 (A)	'10(A)
Net Sales	54,1	51,4	67,9	58,3	35,1
Gross Profit	2,1	1,6	2,5	3,3	2,5
Net Income	(3,5)	(1,4)	(1,1)	0,1	0,8
Asset	93,8	63,4	65,6	45,6	45,6
Liabilities	76,5	58,4	44,8	39,2	39,2
Equity	17,3	5	20,8	6,4	6,4

Amount in Million USD

A = Audited
U = Unaudited

Global Market Data

Global light vehicle production summary by region

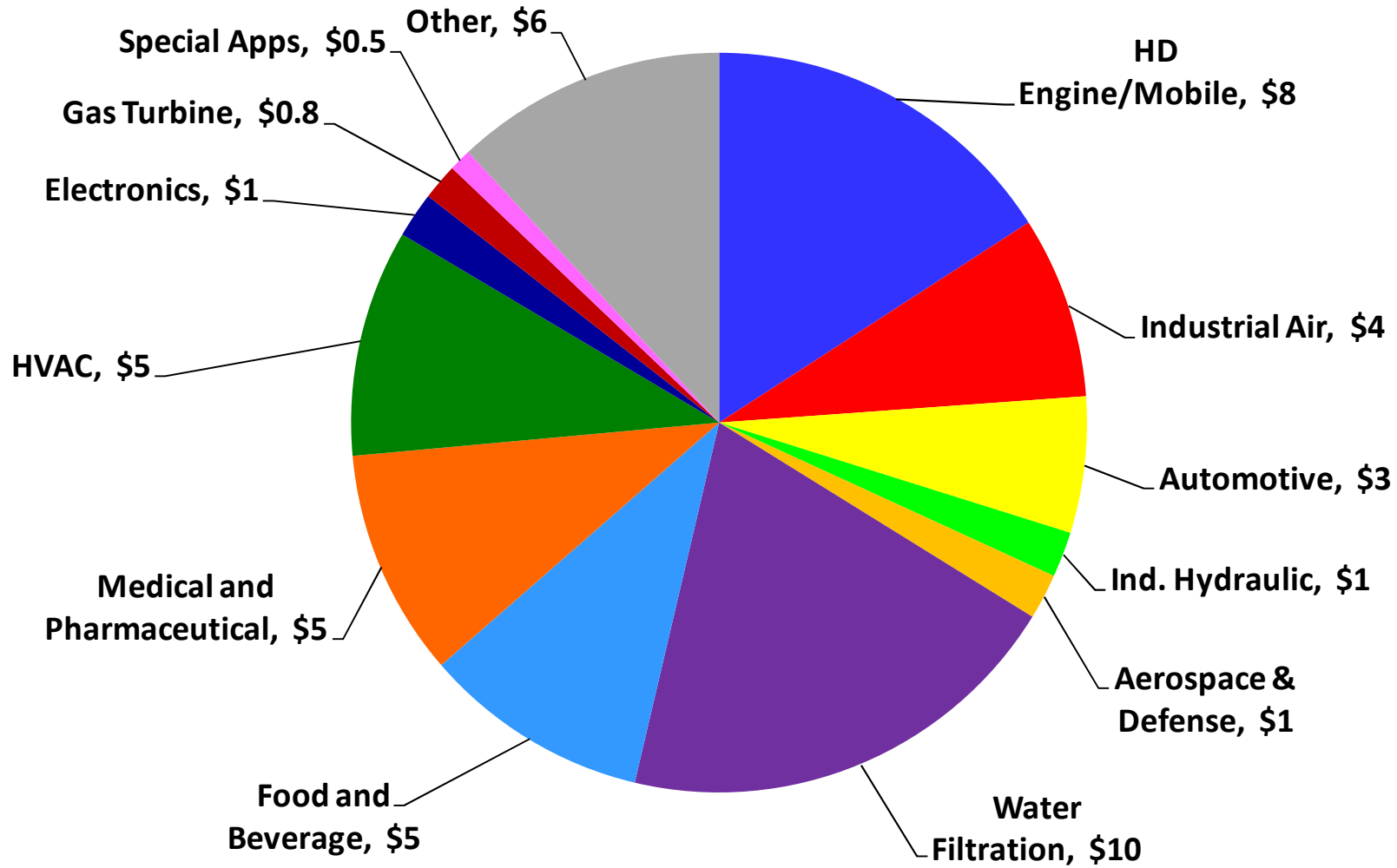
Global light vehicle production summary by region (000s)									
	2012	2013	2014	2015	2016	2017	2018	2019	2020
Europe	19,298	18,805	19,493	20,264	21,085	21,912	22,785	23,074	23,325
Greater China	18,565	20,430	22,600	24,791	26,582	28,111	29,161	29,943	30,632
Japan/Korea	13,954	13,287	12,531	12,531	12,205	12,175	12,204	12,264	12,156
Middle East/Africa	1,712	1,607	1,881	2,034	2,210	2,241	2,262	2,330	2,429
North America	15,439	16,181	16,527	17,207	17,785	17,830	17,942	17,993	18,002
South America	4,289	4,533	4,797	5,238	5,364	5,683	5,930	6,106	6,353
South Asia	8,239	8,249	9,145	10,224	11,028	11,593	12,186	12,763	13,298
Grand total	81,499	83,096	86,979	92,292	96,262	99,547	102,474	104,475	106,198

Source: IHS

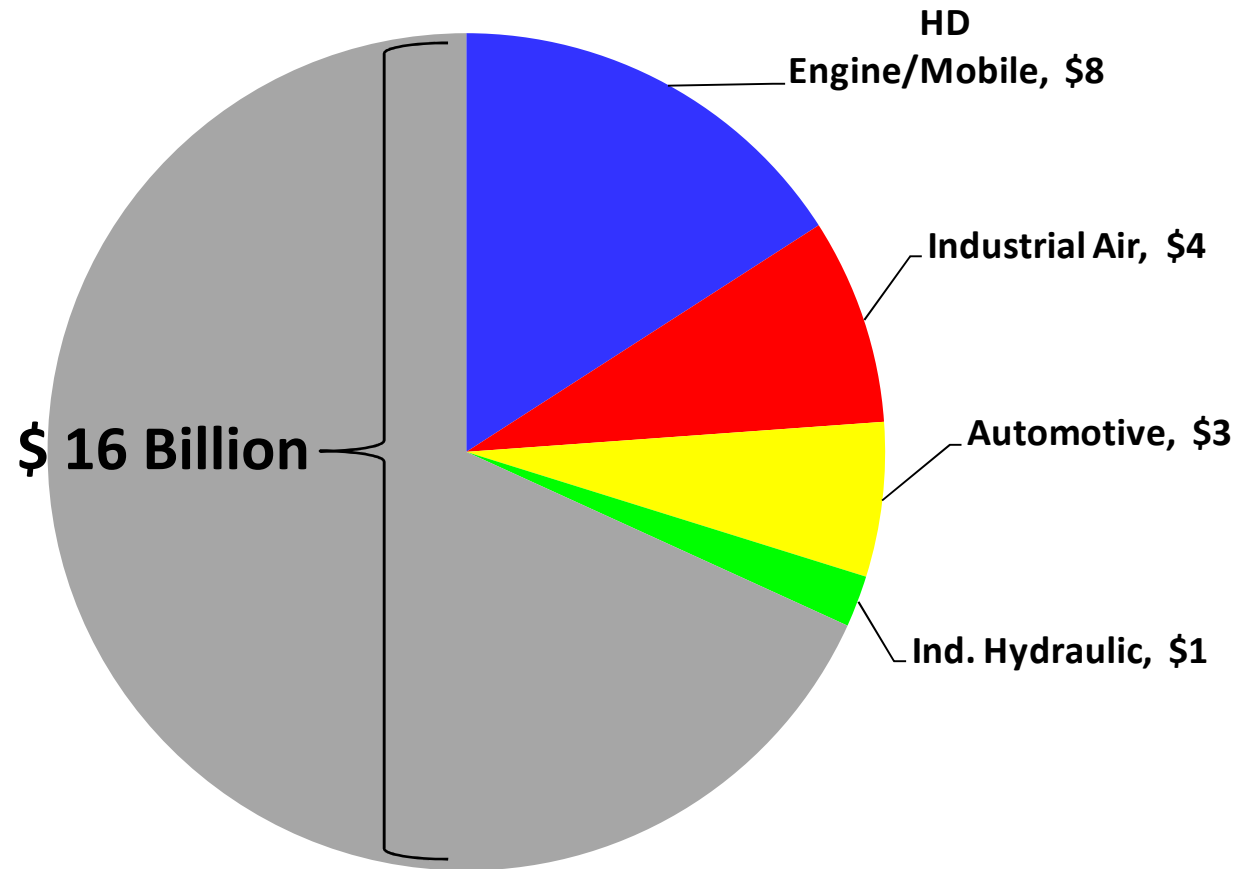
© 2013 IHS

\$50 Billion Filtration Market

Source : Donaldson Company Inc. Presentation



\$16 Billion Targeted Filtration Market



Outlook 2013

	2013 (F)	2012 (A)	2011* (A)	2010 (A)	2009 (A)	2008 (A)
Net Sales	2.450	2.164	1.808	1.562	1.375	1.354
Net Income	264	233	201	150	133	91
NPM	12%	11%	11%	10%	10%	7%
ROA	16%	16%	18%	14%	14%	10%
Debt/Equity	73%	76%	70%	96%	80%	62%
EPS	184	162	140	104	92	64

Amount in Billion Rupiah except EPS

F = Forecast ; A = Audited

**) without Retrospektif in 2011*

Long-Term Goal in 5 year

- ❑ The Largest Filtration Manufacturer in Asia Pasific
- ❑  as One of World's Most Valuable Brands
- ❑ The Most Preferred Company to invest and to work for
- ❑ Committed to consecutive growth & financial performance
- ❑ Committed to strong dividend policy
- ❑ Sales more than IDR 4 Trillion FY 2017

Milestone and Achievement 2013

Month	Description
Jan	Additional Paid in Capital in TRSS: 5.445 shares (Rp. 5.445.000.000) From 5.676 shares (Rp 5.676.000.0000) to 11.121 shares (Rp. 11.121.000.000)
Mar	Appreciation for Zero PPM Quality Achievement from Mitsubishi Motors Appreciation for The Best Vendor Performance from PT Suzuki Indomobil Motor Appreciation for The Best Vendor Contribution for Automotive Parts from PT Suzuki Indomobil Motor Recognition as Silver Brand Champion of Most Widely Used Car Air Filter and Car Oil Filter from Marketers and Markplus Insight
Apr	Appreciation for Q,C,D Performance from PT Suzuki Indomobil Motor
Jun	Grand Opening of the Office and Factory of PT Tokyo Radiator Selamat Sempurna (TRSS) Share Purchase Agreements with PT Adrindo Intisarana ("AIS") and Eddy Hartono ("EH") related to Transaction of Share Purchase owned by AIS and EH in PT Prapat Tunggal Cipta ("PTC") and PT Selamat Sempurna Perkasa ("SSP")
Jul	"SAKURA" awarded as Indonesia Living Legend Brand from SWA magazine. Best of the Best list, the top 50 best performing companies on the Indonesia Stock Exchange from Forbes Magazine Settlement of <i>Selamat Sempurna II Year 2010 Bonds Payable with fixed rate – B Series</i>
Sep	Awarded for Otomotif Choice Awards 2013 in the Air Filters category from Automotive Magazine
Oct	Grand Opening of 2 nd Factory - POSCO IJPC Primaniyarta award 2013 as Global Brand Creator Appointment of Public Accounting Firm Purwantono, Suherman & Surja ("Ernst & Young")

Award



**Primaniyartha Award
(2009, 2011, 2012 & 2013)**

Global Brand Developer
Global Brand Creator



**SWA Magazine
(2010 & 2011)**

Top 50 Indonesia Global Brand &
Top 250 Indonesia Original Brand



**Rekor Bisnis
(2011)**

Recognition as The Greatest
Number of Filter Brand
Registration and The Most
Comprehensive Range Product



**Museum Rekor Dunia -
Indonesia
(2011)**

Recognition as The Largest
Seller and Manufacturer of
Filter Product in Indonesia



**Marketing Award
(2011 & 2012)**

Recognition as The Best in
Market Driving Company & The
Best in International Marketing
from Marketing Magazine



**Rekor Bisnis
(2012)**

Recognition for PT Hydraxle
Perkasa as The Largest Dump
Truck Body Manufacturers in
Indonesia



**Brand Champion
(2012 & 2013)**

Recognition as The Indonesia
Brand Champion of Most Widely
Used Car Air & Oil Filter from
Markplus Insight.



**Indonesia Living Legend
Brands
(2013)**

"Sakura" is recognized as one
of the **Indonesia Living
Legend Brands** based on
SWA Magazine



Thank You

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