



PUBLIC EXPOSE (Pubex LIVE 2021)

9 September 2021

Virtual Event



Fact Sheet about PT Selamat Sempurna Tbk

- ❑ PT Selamat Sempurna Tbk is the flagship of ADR Group (Automotive Division)
- ❑ The largest filter manufacturer in the region
- ❑ The most comprehensive range of products
- ❑ Exported to more than **120** countries worldwide
- ❑ Trademark Registration in more than **100** countries worldwide
- ❑ Over 90% of our revenue is recurring aftermarket revenue
- ❑ Strong Balance Sheet and Cash Flow

Composition of Shareholders

Shareholders	Number of Shares Issued and Fully Paid	%	Amount (IDR)
PT Adrindo Intiperkasa	3,347,263,708	58.13%	83,681,592,700
Others (each with ownership interest below 5%)	2,411,411,732	41.87%	60,285,293,300
Total	5,758,675,440	100.00%	143,966,886,000

Share Ownership August 31, 2021	Number of Investors	%	Number of Shares	%
Foreign Institutions	117	3.66%	1,387,328,217	24.09%
Local Institutions	72	2.25%	3,440,459,211	59.74%
Foreign Individuals	11	0.35%	4,464,960	0.08%
Local Individuals	2,997	93.74%	926,423,052	16.09%
Total	3,197	100.00%	5,758,675,440	100.00%

Production Plant - Indonesia



Kapuk Plant (Radiator Facilities)



Tangerang Plant (Filter Other Products & Subsidiaries)



- Filters: 96 millions pieces per year

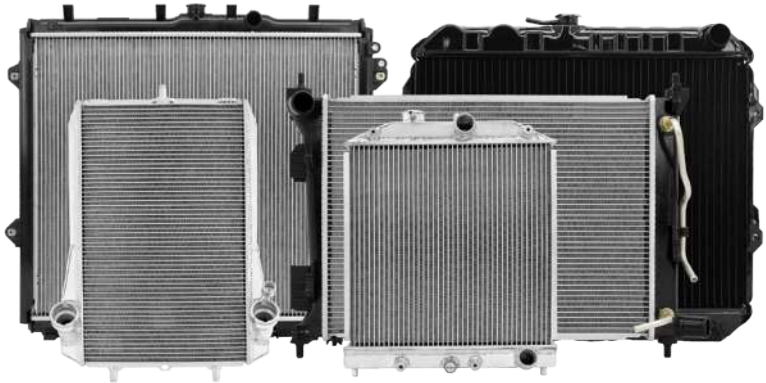
- Radiators: 1.95 millions pieces per year

GLOBAL BRAND

“Trademark registration in more than **120** countries worldwide”



Main Products



Other Products



DUMP HOIST



COOLANT



BRAKE PARTS



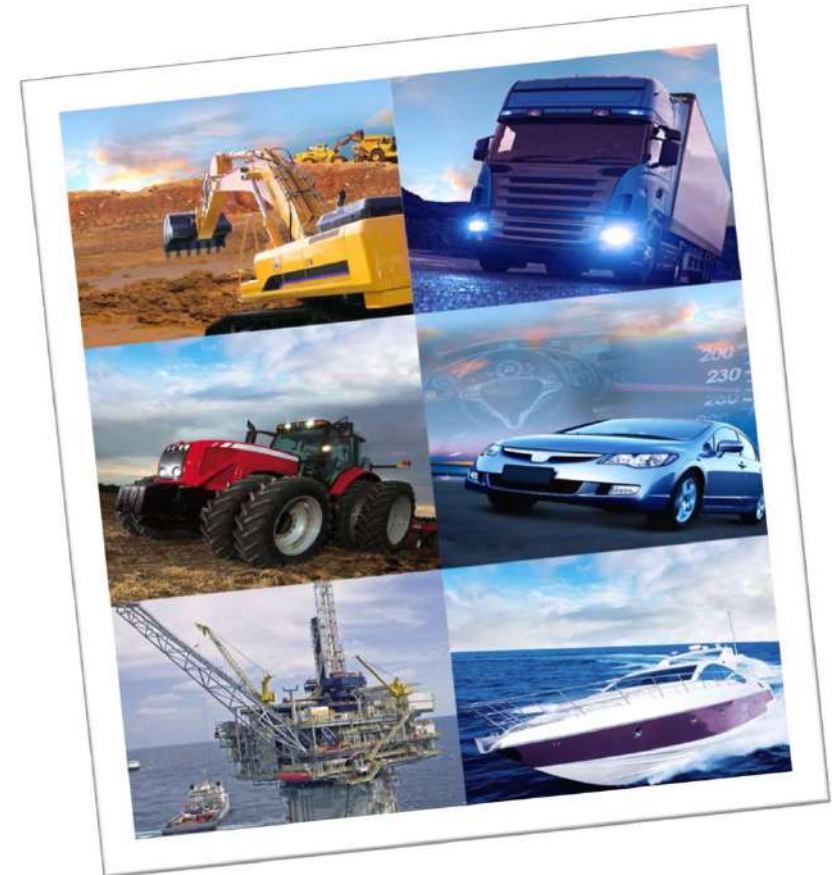
GLOBAL RANGE & TYPE

“More than **8,000** part numbers for automotive and heavy duty applications”



One Stop Shop for Thermal System & Filtration

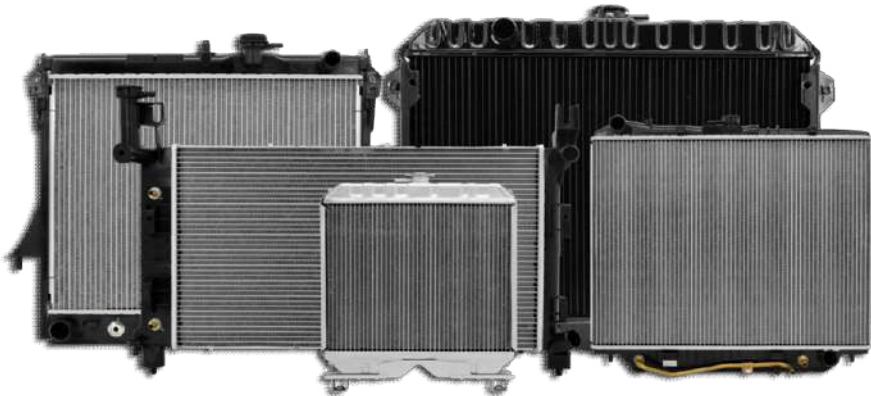
- More than 8,000 part numbers available, radiators and filters.
- Automotive, Heavy Equipment, Marines, and Industrial sectors for Japanese, European, and American applications.
- ± 500 Filters & Radiators new part numbers every year.



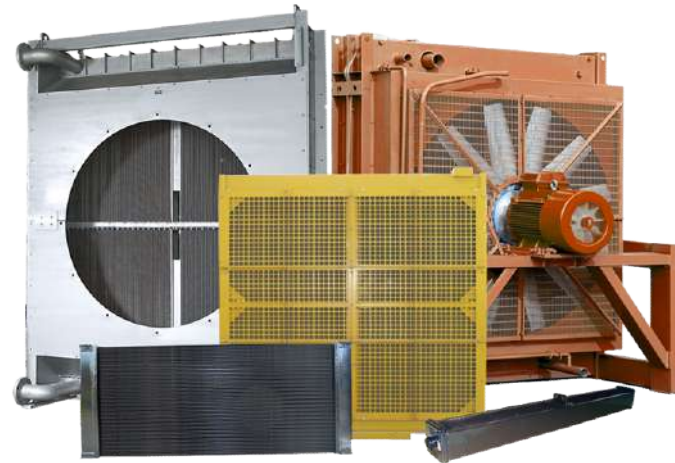
Thermal System Product Range



- Automotive Radiators
(Copper Brass, Aluminum Plastic, All Aluminum)



- Heavy Equipment & Industrial Radiators



- Condenser
- Intercooler
- Evaporator

Filtration Product Range

- Automotive Filters
(Air, Oil, Fuel, Cabin, Transmission)
- Heavy Equipment & Industrial Filters
(Air, Oil, Fuel, Cabin, Hydraulic, Transmission, Coolant, Separator, HEPA, EDM, Dust Collector)
- Clean Room Filters, HVAC Filters, & Home Appliances.
(HEPA Filters, Air Purifier Filter, etc)





AIR FILTERS



OIL FILTERS



FUEL FILTERS



CABIN AIR FILTERS



TRANSMISSION FILTERS



COOLANT FILTERS



HYDRAULIC FILTERS



AIR/OIL SEPARATOR



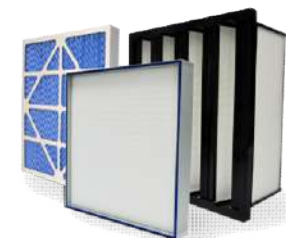
FUEL FILTER/WATER SEPARATOR



EDM FILTERS



AIR PURIFIER FILTERS



HVAC FILTERS

Know Our Market – Main Heavy Equip. Range & Sub-Range

Range:

Construction



Mining



Agriculture



Forestry

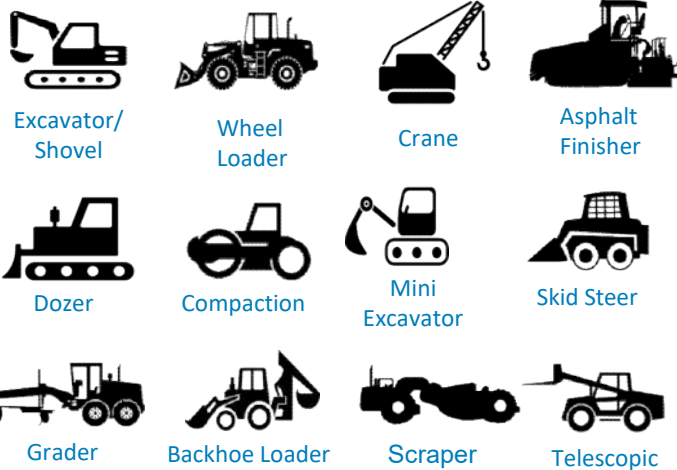


Other Industry

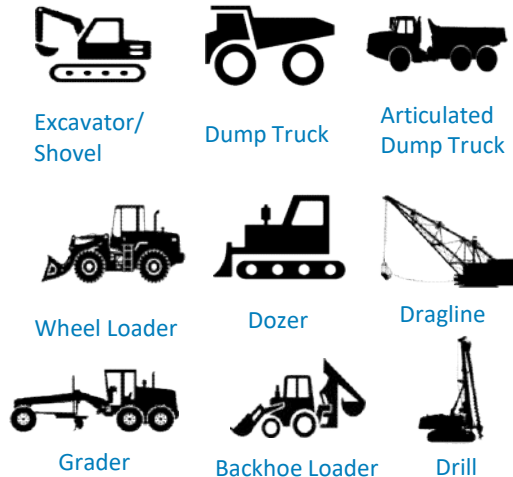


Sub-Range (Equipment Type):

Construction



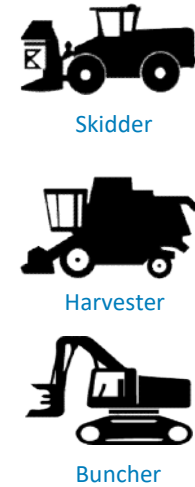
Mining



Agriculture



Forestry



Other Industry



Other Products



DUMP HOIST

- Dump Trucks, Hoists, and Special Purpose Vehicles

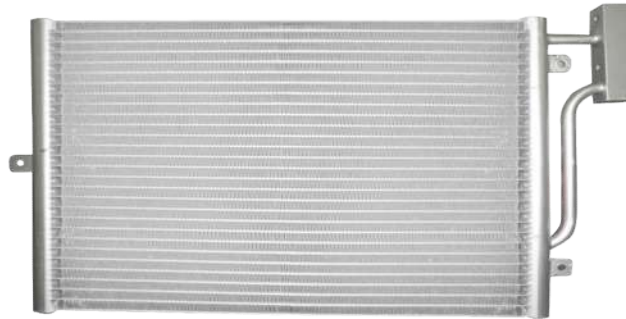


Other Products

- Fuel Tank



- Condenser



- Exhaust System & Muffler



- Brake and Fuel Pipe



Special Products



SAP --524



SAP --743



SAP --796

HVAC / HEPA Filters Industry Target Market



Automotive

- Cabin Air Filters
- Selling to store and online



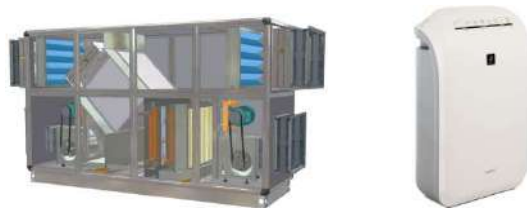
Building Air Ventilation Installation

- Supply HVAC Filters in Building, Factory, and Airports



Air Cleaner System Manufacturer & Home Appliances

- Supply OE Air Filter in AHU
- Supply OE Air Filter in Air Purifier Unit
- Air Purifier Filters



Filters Industrial

- EDM Filters
- Air/Oil Separators
- Gas Turbine Filters



List of OEM/OES

- ATLAS COPCO
- CARRIER
- CASE NEW HOLLAND
- CLARK
- DAIHATSU
- GEHL
- HINO
- HITACHI
- HYSTER
- HYUNDAI
- ISEKI
- ISUZU
- KOHLER
- KUBOTA
- LIEBHERR
- MANITOU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- SUMITOMO
- SUNWARD
- SUZUKI
- TAKEUCHI
- TOYOTA
- UD TRUCKS
- VESTAS
- VOLVO
- YALE
- YANMAR
- etc.

Technical Assistance

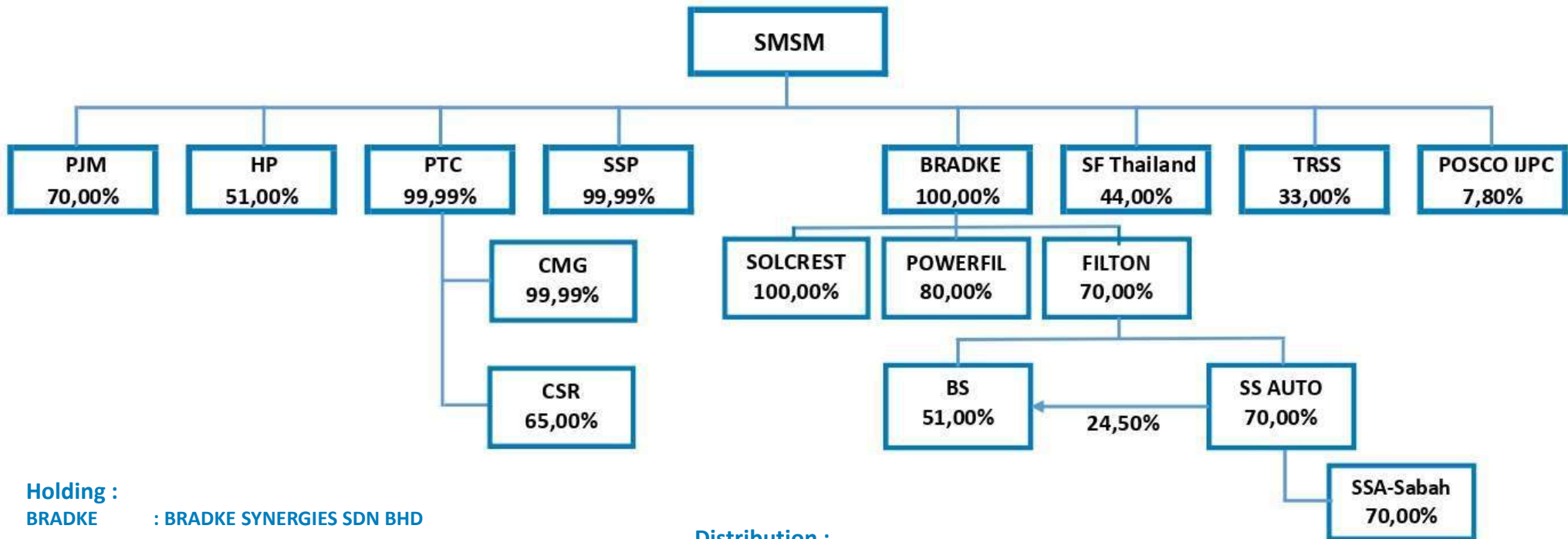
Filters

- **1984:** Donaldson Company Inc., USA (PT Panata Jaya Mandiri)
- **1985:** Mahle Japan Limited, Japan (formerly Tsuchiya Manufacturing Co. Ltd., Japan)
- **1988:** Tokyo Roki Co., Ltd., Japan (PT Selamat Sempurna Tbk)

Radiators & Others

- **1979:** Tokyo Radiators Mfg. Co. Ltd., Japan (Radiator - PT Selamat Sempurna Tbk)
- **1982:** Usui Kokusai Sangyo Kaisha Ltd., Japan (Brake Pipes - PT Selamat Sempurna Tbk)
- **1989:** ShinMaywa Industrial Co. Ltd., Japan (PT Hydraxle Perkasa)
- **2013:** Sueyoshi Kogyo Co. Ltd., Japan (Fuel Tank and Hydraulic Tank for Construction Machinery - PT Selamat Sempurna Tbk)

Structure of Company with the Subsidiaries and Associates



Holding :

BRADKE : BRADKE SYNERGIES SDN BHD

Manufacture :

PJM : PT PANATA JAYA MANDIRI
 HP : PT HYDRAXLE PERKASA
 SSP : PT SELAMAT SEMPANA PERKASA
 TRSS : PT TOKYO RADIATOR SELAMAT SEMPURNA
 POSCO IJPC : PT POSCO INDONESIA JAKARTA PROCESSING CENTER
 FILTON : FILTON INDUSTRIES SDN BHD

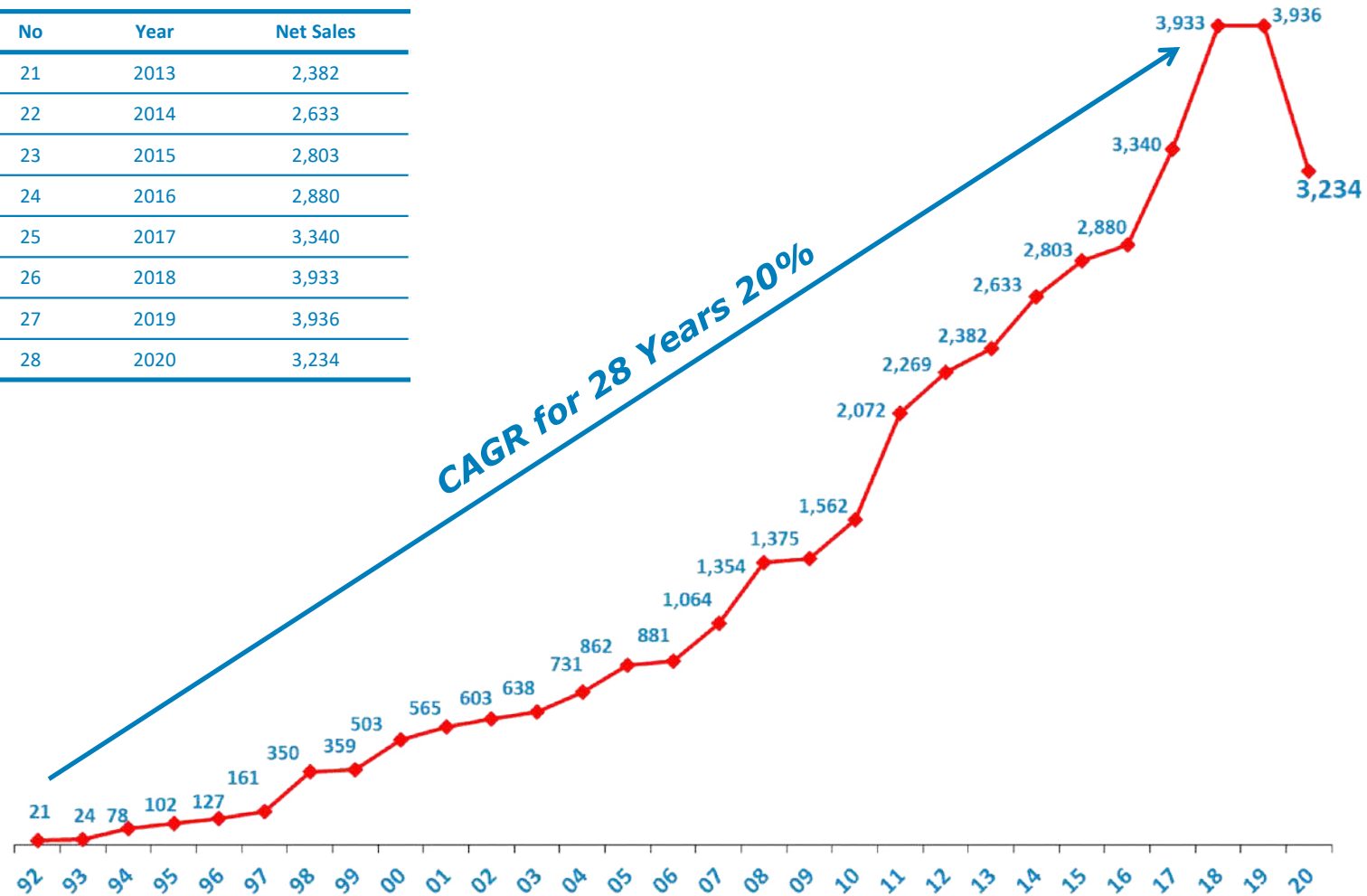
Distribution :

PTC : PT PRAPAT TUNGGAL CIPTA
 CMG : PT CAHAYA MITRA GEMILANG
 CSR : PT CAHAYA SEJAHTERA RIAU
 SOLCREST : SOLCREST PTY LTD
 POWERFIL : POWERFIL AUTOPARTS SDN BHD
 SS AUTO : SS AUTO SDN BHD
 BS : BS ENTERPRISE SDN BHD
 SS A-Sabah : SS AUTO (Sabah) SDN BHD
 SF Thailand : SURE FILTER THAILAND CO., LTD

28 Years of CAGR Sales

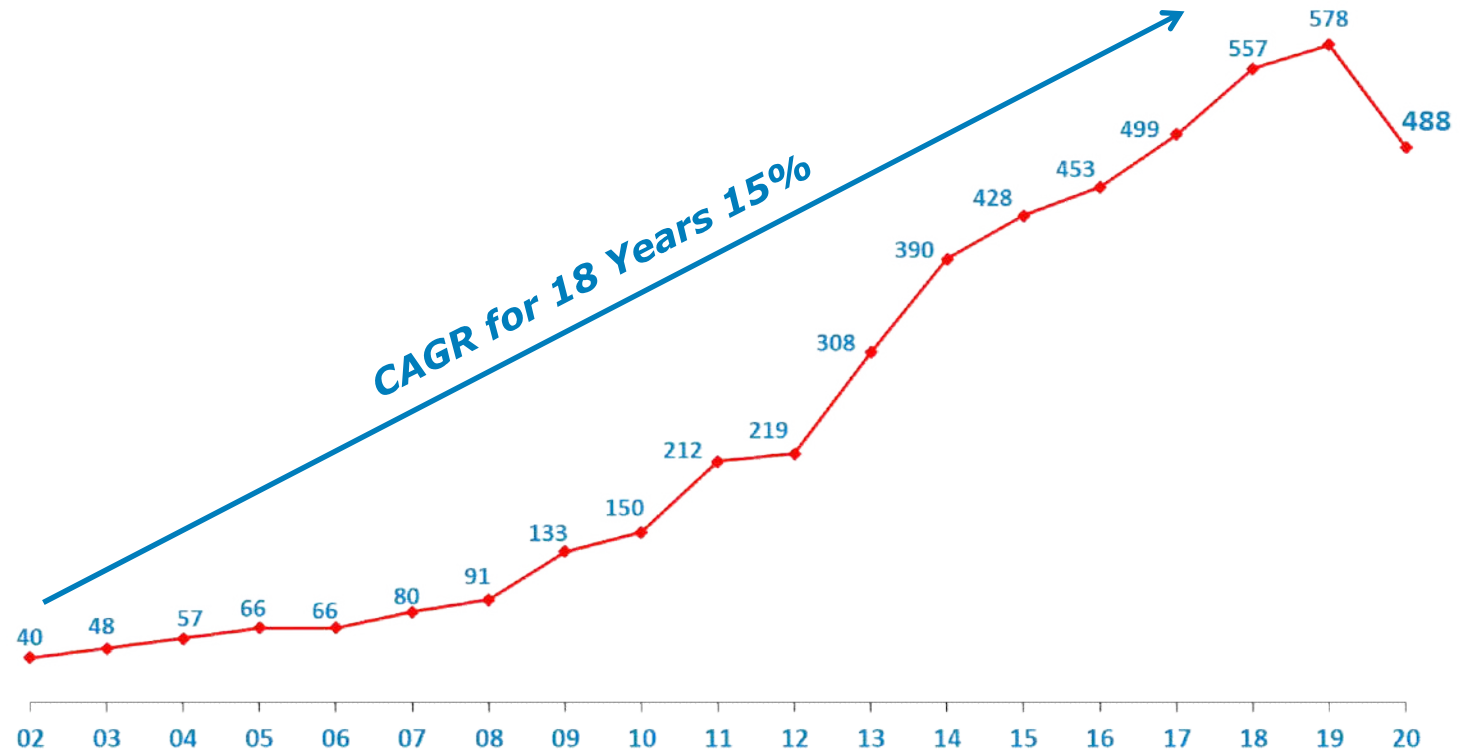
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1,064
16	2008	1,354
17	2009	1,375
18	2010	1,562
19	2011	2,072
20	2012	2,269

No	Year	Net Sales
21	2013	2,382
22	2014	2,633
23	2015	2,803
24	2016	2,880
25	2017	3,340
26	2018	3,933
27	2019	3,936
28	2020	3,234



18 Years of CAGR Net Income*

No	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	212
10	2012	219
11	2013	308
12	2014	390
13	2015	428
14	2016	453
15	2017	499
16	2018	557
17	2019	578
18	2020	488



Amount in Billion Rupiah

* Net income is profit for the year attributable to owners of the parent entity.

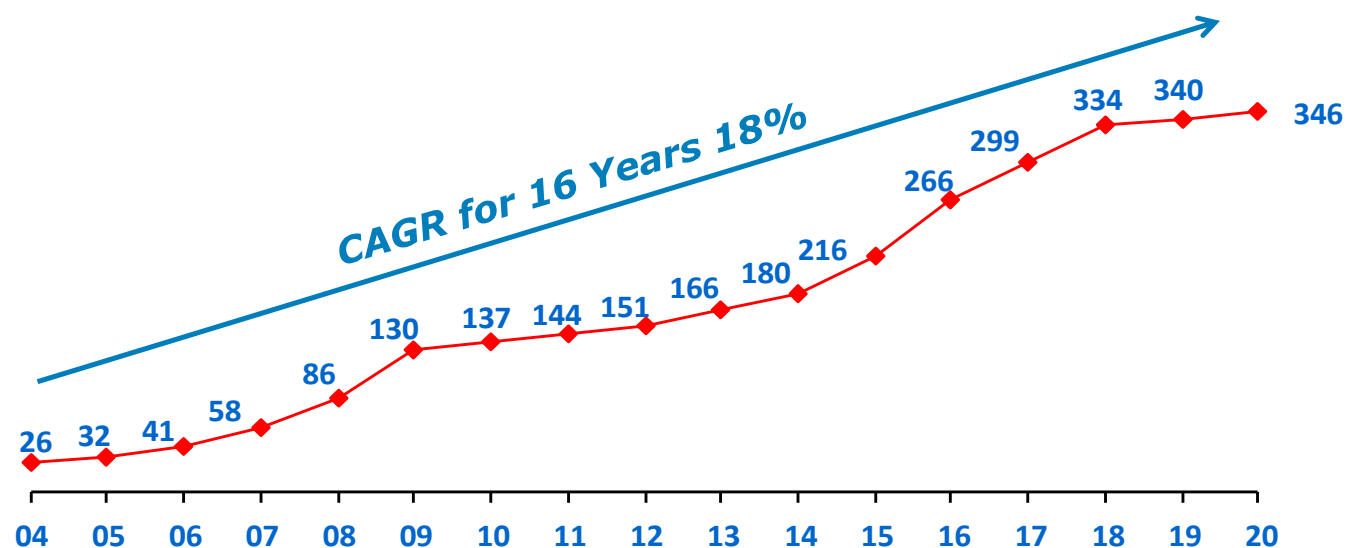
16 Years Consecutive Dividend Payment Growth

No	Book Year	Total Dividend (In Bio IDR)	Net Income (In Bio IDR)	Payout Ratio
	2004	25.97	57	45%
1	2005	32.47	66	49%
2	2006	41.08	66	62%
3	2007	57.59	80	72%
4	2008	86.38	91	94%
5	2009	129.57	133	98%
6	2010	136.77	150	91%
7	2011	143.97	212	71%
8	2012	151.27	219	65%
9	2013	165.56	308	54%
10	2014	179.96	390	46%
11	2015	215.95	428	50%
12	2016	266.34	453	59%
13	2017	299.45	499	60%
14	2018	334.00	557	60%
15	2019	340.00	578	59%
16	2020	346.00	488	71%
	2021	172.74 ^{*)}	314	55%

DIVIDEN POLICY, Dividend Percentage of net income are:

- Net Income up to IDR 10 Billion : 35% ;
- Net Income above IDR 10 Billion - Rp 30 miliar : 40% ;
- Net Income above IDR 30 Billion : 45%.

- Paid quarterly dividend since 2016
- Increased annually for 16 years






Dividend Distribution within year 2021 :

Final Dividend For 2020 Financial Year : IDR 115 Bio on July 15, 2021

*) 1st Interim Dividend For 2021 Financial Year : IDR 58 Bio on June 24, 2021

*) 2nd Interim Dividend For 2021 Financial Year : IDR 115 Bio on August 25, 2021

Summary Performance 1H 2021

	6 Months Ended 30 June 2021		Changes
Net Sales	IDR 1,970 T		35%
Profit for the Period*	IDR 314 B		55%
EPS	IDR 55		55%

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	6 Months Ended			Compare Q to Y	
	1H 2021	1H 2020	1H 2019*	1H 2021	2020
Net Sales	1,970	1,464	1,772	1,970	3,234
Gross Profit	628	438	501	628	1,037
Income from Operation	444	296	333	444	693
Profit for the period attributable to:					
Owners of the parent entity	314	203	234	314	488
Non-controlling interests	35	22	24	35	51
Current Asset	2,851	2,288	1,841	2,851	2,295
Total Asset	3,972	3,367	2,799	3,972	3,376
Current Liabilities	804	422	384	804	398
Total Liabilities	1,157	717	574	1,157	727
Equity attributable to:					
Owners of the parent entity	2,428	2,281	1,932	2,428	2,274
Non-controlling interests	387	368	293	387	374
EPS	55	35	41	55	85

Financial Ratio

Financial Ratio	Compare Q to Q			Compare Q to Y	
	1H 2021	1H 2020	1H 2019*	1H 2021	2020
Net Sales Growth	35%				
Total Asset Growth	18%			18%	
Total Equity Growth	6%			6%	
Gross Profit Margin	32%	30%	28%	32%	32%
Operating Margin	23%	20%	19%	23%	21%
Profit Margin**	16%	14%	13%	16%	15%
Return on Assets	9%	7%	9%	9%	16%
Return on Equity	12%	8%	12%	12%	20%
Total Debt / Total Assets	29%	21%	21%	29%	22%
Total Debt / Total Equity	41%	27%	26%	41%	27%
Current Ratio	354%	542%	479%	354%	576%

Sales Performance 1H 2021 (6 Months Ended)

Market	Sales (IDR)				Increase/(Decrease)	
	1H 2021	%	1H 2020	%	IDR	%
Indonesia	631	32%	470	32%	161	34%
Overseas	1,339	68%	994	68%	345	35%
Total	1,970	100%	1,464	100%	506	35%

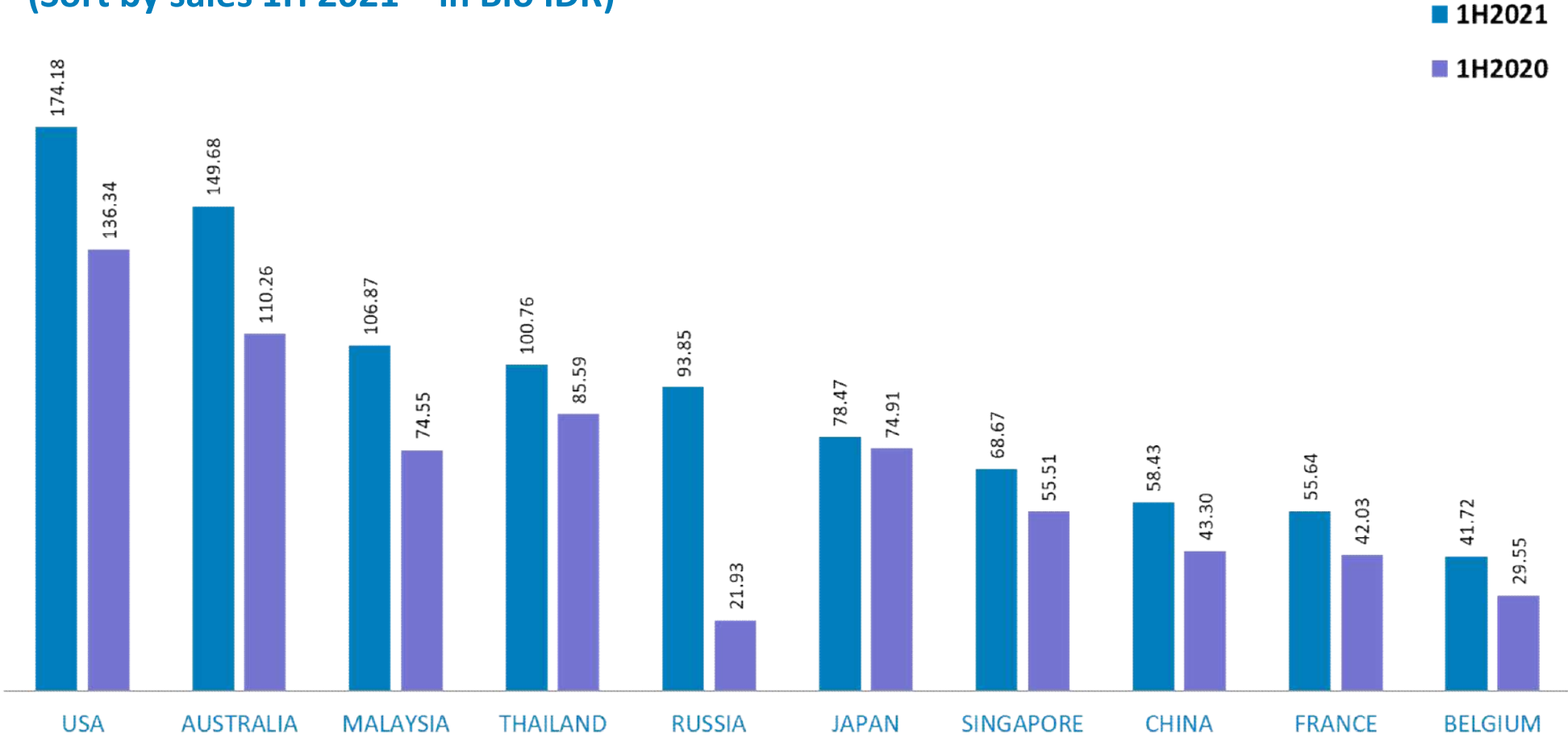
Product	Sales (IDR)				Increase/(Decrease)	
	1H 2021	%	1H 2020	%	IDR	%
Filter	1,443	73%	1,100	75%	343	31%
Radiator	222	11%	145	10%	77	53%
Body Maker	97	5%	45	3%	52	116%
Trading	592	30%	449	31%	143	32%
Others	197	10%	151	10%	46	30%
(Elimination)	(581)	(29%)	(426)	(29%)	(155)	36%
Total	1,970	100%	1,464	100%	506	35%

Sales by Geographical

Geographical	1H 2021		1H 2020		Inc/(Dec)
	IDR	%	IDR	%	
Indonesia	631	32%	470	32%	34%
Overseas					
Asia	554	28%	443	30%	25%
America	291	15%	221	15%	32%
Europe	287	14%	173	12%	66%
Australia	174	9%	127	9%	37%
Africa	33	2%	30	2%	10%
Total	1,970	100%	1,464	100%	35%

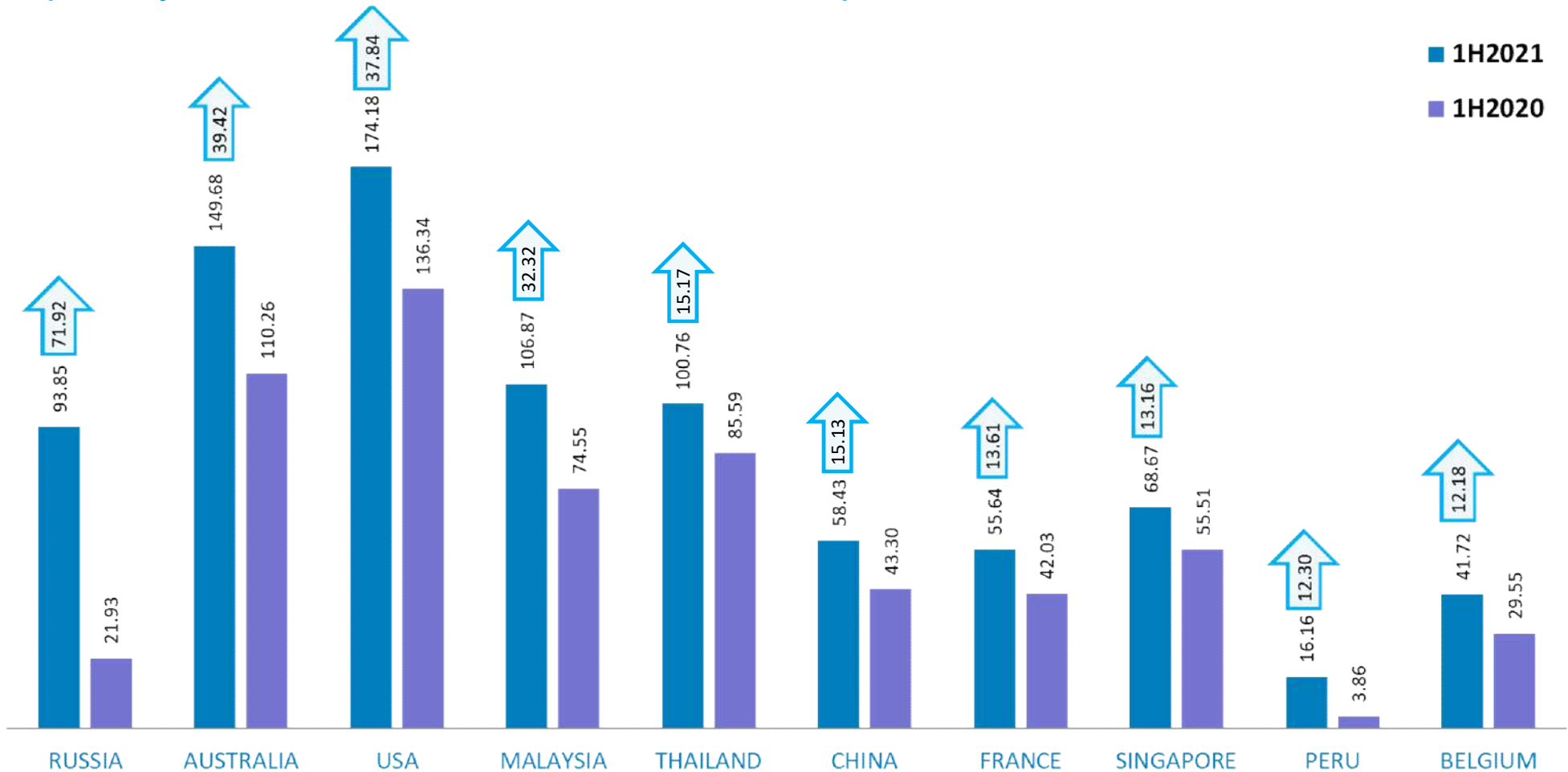
Top 10 Export Destinations by Countries

(Sort by sales 1H 2021 – in Bio IDR)



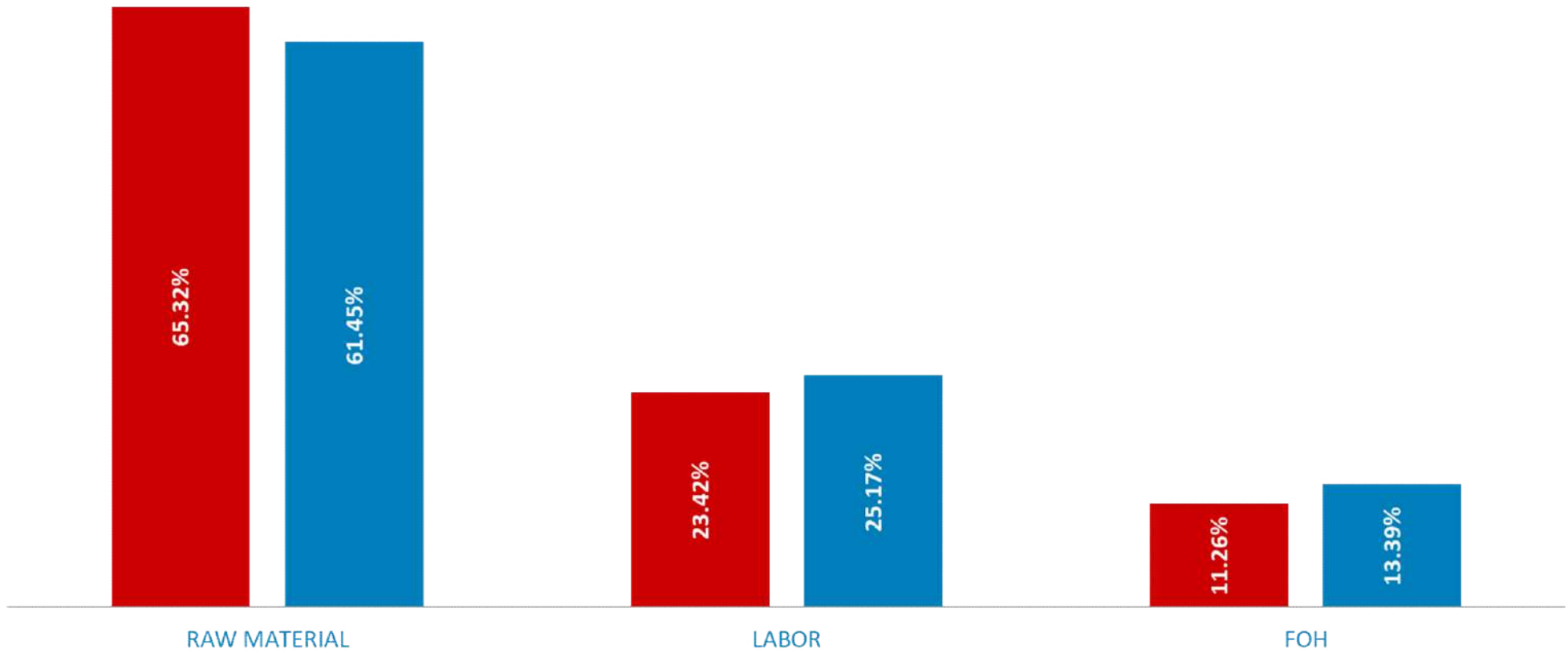
Top 10 Export Destinations by Countries

(Sort by increment of sales 1H 2021 – in Bio IDR)



Manufacturing Cost Compositions

■ 1H 2021
■ 1H 2020



FY 2021 Target

**SALES
IDR**



20%

**NET PROFIT
IDR**



15%

- Visibility as to the outlook of the market in the coming months remains limited and for the remainder of the year remains challenging due to the pandemic and macroeconomic and sectorial developments.
- Specific challenges on raw materials price increase and availability, as well as logistic difficulties related to container shortage for cargo transport.



🔍 Sakura Filter Indonesia



Thank You

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