

December 27, 2013

Selamat Sempurna, Tbk

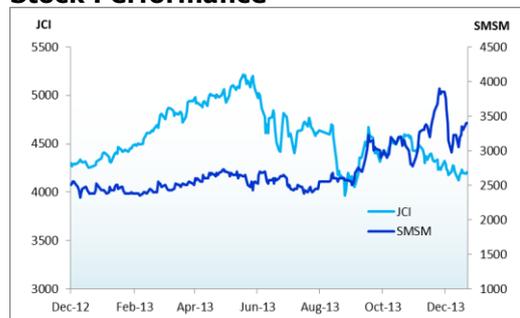
Primary Report

Target Price

Low	High
3,500	3,800

Automotive and Components

Stock Performance



Source: Bloomberg, PEFINDO Equity & Index Valuation Division



PT SELAMAT SEMPURNA Tbk.
MEMBER OF ADR GROUP

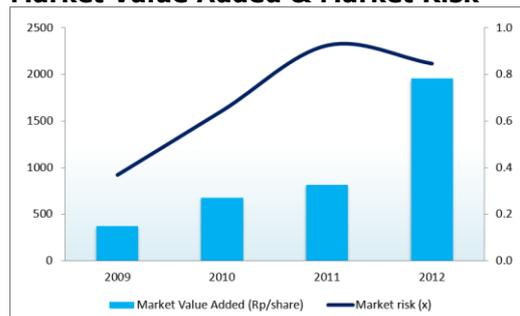
The Future is Promising



Stock Information

	IDR
Ticker code	SMSM
Market price as of December 24, 2013	3,400
Market price – 52 week high	3,900
Market price – 52 week low	2,325
Market cap – 52 week high (bn)	5,615
Market cap – 52 week low (bn)	3,347

Market Value Added & Market Risk



Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division

Shareholders

	(%)
PT Adrindo Intiperkasa	58.13
Public (below 5%)	41.87

Contact:

Equity & Index Valuation Division
Phone: (6221) 7278 2380
info-equityindexvaluation@PEFINDO.co.id

"Disclaimer statement in the last page is an integral part of this report"
www.PEFINDO.com



Beside the largest filter manufacturer in Indonesia, PT Selamat Sempurna Tbk (SMSM) also manufactures a wide range of other automotive component products including radiators, oil coolers, condensers, brake pipes, fuel pipes, fuel tanks, exhaust systems, press parts, dump bodies, tanks, boxes, trailers, dump hoists, steel slitting equipment, shearing equipment, molding and dies. It started its bright business journey since 1976 and now SMSM exports its products to, and has registered its trademarks in, more than 100 countries worldwide. SMSM has an extensive range of product that involves 5,000 stock keeping units (SKUs). SMSM's products market is mainly in the after-market. Its flagship brands are Sakura, ADR-Radiator, ADR-Brake Parts, ADR-Dump Hoist, and ADR-Coolant. Being part of respected ADR Group, towards a 40-year of business journey, SMSM now becoming a more integrated automotive components company. Its financial performance has been astonishing with a sound balance sheet condition.

INVESTMENT PARAMETER

Global Auto Sales is Improving, Stable in Domestic

Global economy is projected to build up its momentum to grow gradually. Global auto sales is also back its enthusiasm as in October it booked a 9% up compared to the same period year before. The growth drivers are coming from China (jumped 33%), Japan, and U.S. (grew double digit). Moreover, in November, U.S. car sales volume climbed to record a highest level since February 2007. Meanwhile, as domestic economic growth is estimated to dip below 6% in relation with some major issues like current account deficit, high inflation and the steep rupiah depreciation, the car sales volume is expected to record 1.2 million units and would stay up to next year. The low cost green car (LCGC) program is expected to boost car sales volume, as in November already sold almost 37 thousand units.

Investments and Business Integration: Preparing for the Future

Since 2012 SMSM investment activities are likely to increase. The Company invests around IDR237 billion from 2012 to 2013. After acquiring PT Hydraxle Perkasa (HP, a carosserie manufacturer), its affiliate, in 2012, this year SMSM then acquired another affiliates, PT Selamat Sempana Perkasa (SSP, a supplier of rubber compound and other rubber components) and PT Prapat Tunggal Cipta (PTC, SMSM's sole distributor for local market) to create a more vertically integrated business value chain. Based on pro forma financial report published by its independent auditor, SSP and PTC acquisition contribute about 5% additional at the top line while 8% for the bottom line in for financial performance in 2012. SMSM is also plans to expand to construction market segment in cooperation with Sueyoshi Kogyo Co., Ltd. to produce fuel tank and hydraulic tank for construction segment.

Keeping the Positive Performance

We expect SMSM should continue its consecutive revenue growth despite this year growth is particularly coming from inorganic. With the moderate improving of global economy, especially from US and Asian developing countries, we estimate export sales to pick up 8% in 2014. While in domestic market we expect the fervor of LCGC projects should leverage SMSM's auto parts sales in 2014 despite political temperature is heater. In terms of profitability, we believe SMSM will be able to keep the margins in the favorable level as the Company has been showing its ability to put the margins in the ascending trends for the last several years. As its revenue consistently grew positively and its profit margins are stable, SMSM booked thick ROE of 36% in 2012 and 23% in 9M13. The Company's gearing ratio is also decreasing while it cash and equity are climbing up.

Business Prospects

We are of the view that global economy is in the transition to be a smoother and less volatile period, and each regional economy will support the global growth acceleration. Automotive sector has increased its capex by double digit despite economic uncertainty in this year, with the highest capex increment were to Asia and Latin America regions. This may drive automotive growth in the future. While in the domestic market, despite the upside down in the industry, we believe optimism in Indonesia's automotive industry is remain intact. Indonesia's automotive industry also still much smaller than Thailand, the largest automotive industry in the region, which can describe a remain wide potential for the Country to grow further in the development of automotive industry. Therefore, we believe SMSM has a bright future for its business supported by the opportunities ahead, moreover bolstered with its capacity to manage a favorable business environment.

Table 1: Performance Summary

	2011	2012	2013P	2014P	2015P
Revenue [IDR bn]	2,072	2,164	2,326	2,589	2,978
Pre-tax profit [IDR bn]	310	345	377	405	457
Net profit [IDR bn]	212	233	261	280	316
EPS [IDR]	147	162	181	195	220
EPS growth [%]	41.1	9.9	12.0	7.2	12.8
P/E [x]	9.2	15.6	18.7*	17.5*	15.5*
PBV [x]	2.5	4.4	3.1*	2.9*	2.6*

Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division Estimates
* Based on SMSM's share price as of December 24, 2013 - IDR3,400/share

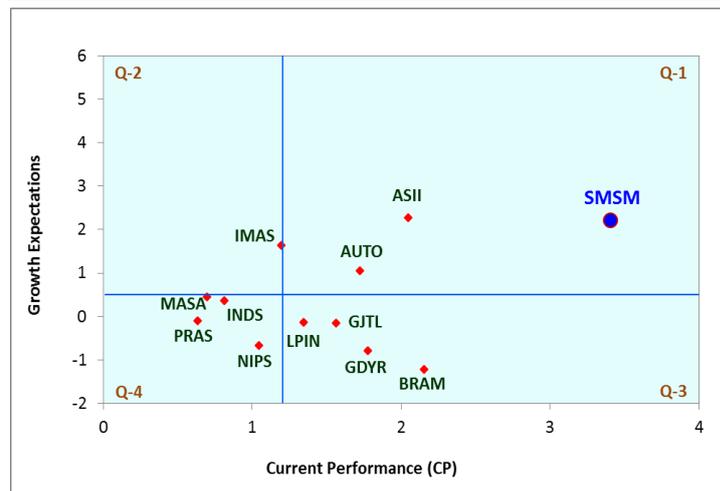
GROWTH-VALUE MAP

The Growth-Value Map provides an overview of market expectations for the companies listed on the IDX. The Current Performance (CP) metric, running along the horizontal axis, is a portion of current stock market value that can be linked to the perpetuity of current company's performance in profitability. The Growth Expectations (GE) metric, plotted on the vertical axis, is the difference between current stock market value and the value of current performance. Both metrics are normalized by the company's book value.

The Growth-Value Map divides companies into four clusters:

- **Excellent Value Managers (Q-1)**
Market expects companies in Q-1 to surpass their benchmark in profitability and growth.
- **Expectation Builders (Q-2)**
Market has relatively low expectations of profitability from companies in Q-2 in the short term, but has growth expectations that exceed the benchmark.
- **Traditionalists (Q-3)**
Market has low growth expectations of companies in the Q-3, although they showed good profitability in the short term.
- **Asset-loaded Value Managers (Q-4)**
Market has low expectations in terms of profitability and growth for companies in Q-4.

Figure 1: Growth-Value Map
(SMSM and Automotive and Components Industry)



Source: PEFINDO Equity & Index Valuation Division

We classify SMSM in the **Excellent Value Managers (Q-1)** cluster. SMSM's profitability and future growth opportunities are expected to exceed the market benchmark. Our research shows SMSM as outperforming its peers in the automotive and components industry. We believe that SMSM will continue this excellent performance in the future.

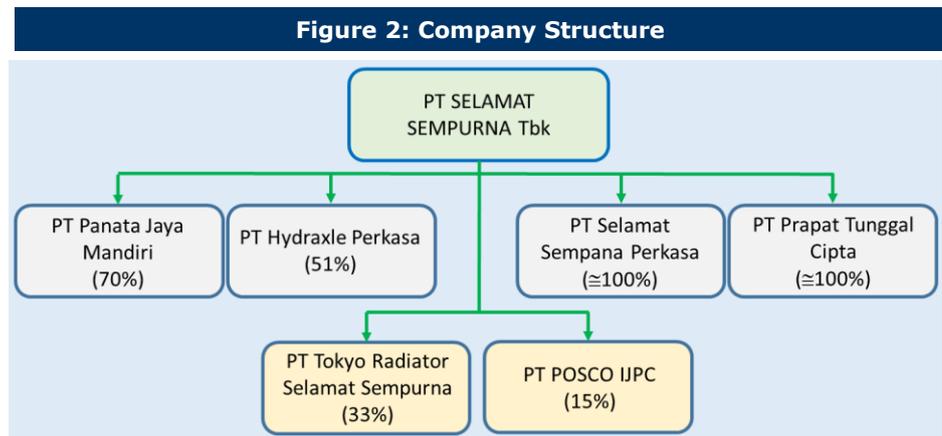
BUSINESS INFORMATION

Business Profile

PT Selamat Sempurna started its bright business journey since 1976 and now known as the largest filter manufacturer in Indonesia as well as a reputable manufacturer of other automotive components. One of the Company's business foundation is when it acquired PT Chandra Automotive Products (ACAP), a well-known automotive components manufacturer, in 1995, which then merged to the Company in 2006. In 1995, SMSM also developed a joint venture company with Donaldson Company Inc. (USA) called PT Panata Jaya Mandiri (a filter manufacturer)

SMSM has an extensive range of product that involves 5,000 stock keeping units (SKUs). SMSM's products market is mainly in the after-market. The company's products are exported to and registered in more than 100 countries worldwide that include Asia, America, Europe, and Australia. Its flagship brands are Sakura, ADR-Radiator, ADR-Brake Parts, ADR-Dump Hoist, and ADR-Coolant.

As part of its strategy and to strengthen its position in the original equipment manufacturers (OEM) market, SMSM in cooperation with Tokyo Radiator MFG. Co., Ltd. (Japan) has developed PT Tokyo Radiator Selamat Sempurna (TRSS). TRSS is a radiator and intercooler manufacturer and its production facilities has been operated since July 2013. SMSM also has an ownership in POSCO IJPC, a steel processing company, a joint venture with POSCO and DAEWOO from Korea.



Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division

Being part of respected ADR Group, towards a 40-year of business journey, SMSM established to be a more integrated automotive components. Recently SMSM diligently integrates its business by acquiring majority ownership in its sister companies as follow:

- PT Hydraxle Perkasa (HP), a carrosserie manufacturer, in August 2012.
- PT Selamat Sempana Perkasa (SSP), a producer of rubber compound and other rubber components for automotive industry, in June 2013.
- PT Prapat Tunggal Cipta (PTC), a local distributor of ADR products in Indonesia, in June 2013.

We believe one of the most important factors for the SMSM success in developing its business is its concern in human development, as the Company already developed a Training Center intended to escalate the human resources capacity since 2000.

Production Capacity Remains Wide to Serve Demand

SMSM still has a sizeable production capacities where certainly becoming one of the Company's competitive strength. Radiator production utilization estimated about 42% of 1.95 million units per annum of the capacity in this year, while carrosserie is only about 26% of 10,000 units per annum of the capacity. Filter utilization is projected to reach 61% in 2013 and 65% in 2014 although SMSM just added filter production capacity in 2011, as a result of increasing sales volume in the domestic market. Other components of brake pipe, fuel tank, and muffler are experience increasing trends of production utilization and estimated to reach more than 63% in 2013. However, SMSM still has a wide room to serve the demands for couple years ahead.

"Disclaimer statement in the last page is an integral part of this report"
www.PEFINDO.com

Figure 3: Filter, Radiator, and Carosserie Utilization

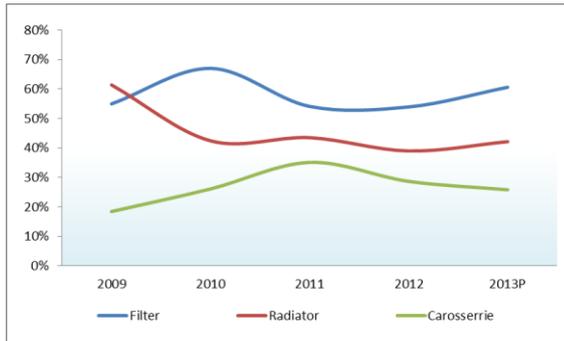
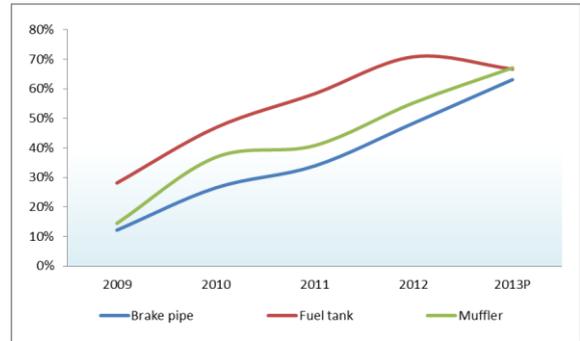


Figure 4: Brake Pipe, Fuel Tank, and Muffler Utilization



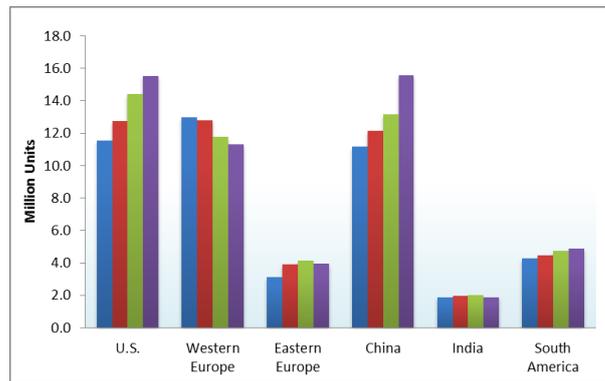
Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division Estimates

Building Up Momentum in Global Economy and Global Auto Sales

Global economy is projected to build up its momentum to grow gradually and it is estimated that each economic regional will support the growth acceleration. Developing countries would enjoy higher growth while US should continue its real growth momentum, but Europe is estimated having a slower growth than other regions. U.S. economic is expected to accelerate supported by fiscal austerity reduction, improving housing market, and healthier financial condition of the corporations. We are of the view that global economy is in the transition to be a smoother and less volatile period.

Global auto sales is back its enthusiasm as in October it booked a 9% up compared the same period in the last year with China's sales itself jumped by 33%. In Japan and U.S. also occurred a double digit growth, and the accretion in Western Europe was higher than a year ago. Further, in November, U.S. car sales climbed better than expected and the sales volume recorded a highest level since February 2007. In terms of capex, automotive sector has increased its capex by double digit despite economic uncertainty in this year, with the highest capex increment were to Asia and Latin America region.

Figure 5: Global Car Sales



Source: Global Auto Report, PEFINDO Equity & Index Valuation Division

Optimism Remains Intact

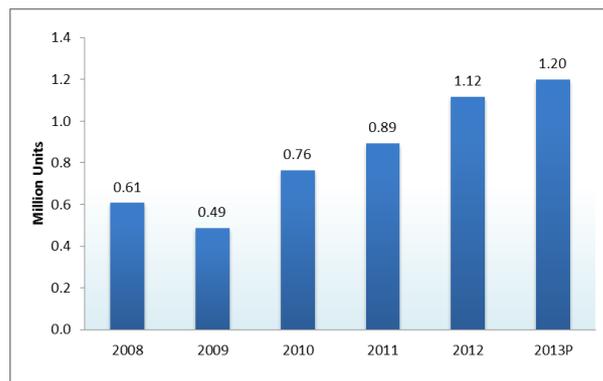
Indonesia's economy growth is estimated to dip below 6% this year and next year in relation with some major issues such as current account deficit, high inflation and the steep rupiah depreciation. However, in the long-term outlook the Country prospect is remain bright. Indonesia's GDP estimated to double from its 2012 figure to about USD1.9 trillion by 2020. Car sales is estimated to record 1.2 million units (November is 1.13 million units), up from 1.1 million units in the previous year. For next year, the car sales are expected to record around the same volume as this year due to economic pressures particularly from rupiah depreciation and higher interest rate environment. Up to November 2013, unsold cars stock is soaring to 82%.

LCGC program is expected to boost car sales volume, as in November the program's cars already sold almost 37 thousand units. LCGC program required the auto manufacturers to increase the local contents up to 80% within five years. Five Japan principals have followed the program including Toyota, Daihatsu, Nissan, Suzuki, and Honda. In line with the program, Government aims to get investments in the

"Disclaimer statement in the last page is an integral part of this report"
www.PEFINDO.com

automotive components sector to hit USD10 billion for the next five years. Despite upside down in the industry, we believe optimism in Indonesia's automotive industry is remain intact.

Figure 6: Domestic Car Sales



Source: Bloomberg, PEFINDO Equity & Index Valuation Division

Increasing Investment Activities

Since 2012 SMSM investment activities is likely to increase along with its goals to integrate its business structure as well as escalating the scale of the business. SMSM invests around IDR237 billion from 2012 to 2013, and we expect these investments will provide more value added in the future:

- January 2012, establishment of TRSS, investment value of IDR5.7 billion.
- May 2012, acquisition of HP, investment value of IDR113.1 billion.
- August 2012, additional of share ownership to HP, investment value of IDR9.4 billion.
- November 2012, addition paid-in capital to POSCO IJPC, investment value IDR23.2 billion.
- June 2013, acquisition of SSP, investment value IDR44.9 billion.
- June 2013, acquisition of PTC, investment value IDR40.6 billion.

Getting into Construction Segment

SMSM intends to expand to construction market segment. As previously the Company is in cooperation with Tokyo Radiator MFG. Co., Ltd. to produce radiator and intercooler, now SMSM is in cooperation with Sueyoshi Kogyo Co., Ltd. to produce fuel tank and hydraulic tank for construction segment. In this August they already signed technical assistance agreement with investment of about JPY37 million or about IDR4.3 billion. Production is estimated to start in 2H14 with production capacity of 2,280 units and first year revenue target of IDR8.8 billion. We believe that this new business development will positively impact to enriched SMSM product portfolio which may give better resilience to economic volatility.

Extensive OEM Partners and LCGC Opportunities

SMSM has been a partner for many OEMs both that based in domestic and overseas, among others are Bei Ben, Chery, Chevrolet, Daihatsu, Ford, Foton, Greatwall, Hino, Hitachi, Holden, Honda, Hyundai, Isuzu, JCB, KIA, Kobelco, Komatsu, Kubota, Mazda, Mercedes Benz, Mitsubishi, Nissan, UD Trucks, Suzuki, TCM, Toyota, Yanmar, Shanghai Diesel Engine, Anhui Hualing Automobile, and Shantui Construction Machinery. The Company also has a wide opportunity from LCGC program to expand its domestic market. Currently SMSM already supply filters and brake pipes to Suzuki and in the process to deal with other OEMs to supply in 2015. Through its subsidiary, TRSS, SMSM has supplied radiators to Isuzu Astra Motor Indonesia (IAMI) and in the process of agreement with Nissan Motor Indonesia (NMI).

FINANCE

SSP and PTC Acquisitions: More Integrated Business

This year SMSM has acquired SSP and PTC, its sister companies, to create a more vertically integrated business value chain as well as improvement of its business and financial performances in the future. SSP is one of SMSM suppliers particularly for rubber compound and other rubber components for automotive industry, while PTC is SMSM's sole distributor for local prospects. Good performance and bright prospects are one of the factors considered in the acquisition. However, affiliates relationship is also a significant consideration in the acquisition to expect better assurance the presence of common visions and missions among the shareholders, that will provide a supportive environment for the acquired companies to grow. Based on pro forma financial report published by its independent auditor, SSP and PTC acquisition contributed about 5% additional at the top line while 8% for the bottom line for financial performance in 2012.

Table 2: Acquisition Effect to Financial Performance

	2012	2012 after acquisition	% Change
Revenue	2.164	2.270	4,9%
Gross profit	547	600	9,8%
Operating profit	363	389	7,1%
Net profit	233	251	7,6%
<i>Gross margin</i>	<i>25.3%</i>	<i>26.4%</i>	
<i>Operating margin</i>	<i>16.8%</i>	<i>17.1%</i>	
<i>Net margin</i>	<i>10.8%</i>	<i>11.1%</i>	

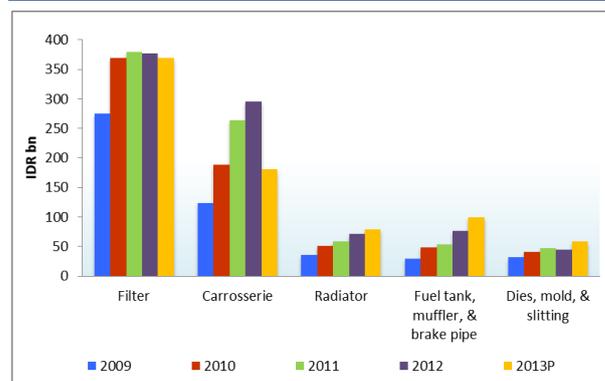
Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division

Domestic Market: Volume is soaring

SMSM's filter sales volume is estimated to grow 9% for the full year despite in sales value it will relatively not much different with last year's performance. On the other hand, its radiator sales volume was continuing its strong growth in the domestic market by booked 35% growth in 9M13 and its sales is estimated to pick up 11% along this year. SMSM seems lowering its filter and radiator average selling prices to boost the sales in this year as we estimate about 10% and 18% for filter and radiator, respectively. The declining of mining industry has devastated carrosserie sales to drop 39% in 9M13. While other auto parts sales are expected to soar about 30% in this year, boosted by brake pipe sales volume that estimated to maintain the strong growth of more than 30%.

With regard the acquisition of PTC, we expect it will impact to SMSM's penetration in domestic market as the business is getting more integrated. Further, in the near future SMSM plans to add its distribution network with the opening of new branches outside Java Island such as in Pekanbaru, Samarinda, and Makasar.

Figure 7: Domestic Sales for Each Product Type



Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division Estimates

Export is Accelerating: U.S. and Asian Markets Contribution

During 9M13, SMSM export sales was growing 5% on the back of improving export to U.S. both for filter and radiator that accounted for about 13% of sales improvement. Export sales growth was also bolstered by sales to Asian region with export to Malaysia (12%), Myanmar (17%), Vietnam (25%), and China (70%) as the growth leaders. While sales to Europe and others region tend to be flat however in some countries such as Germany, Belgium, and France sales jumped by more than 25%.

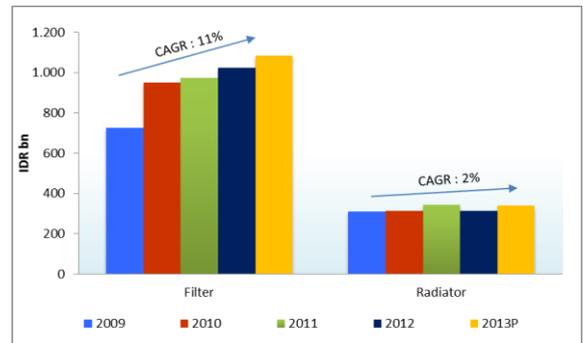
To enlarge its sales, SMSM plans to add its export destinations particularly to the North America and Middle Europe regions where they view there are wide opportunities in the regions. To boost export sales, SMSM also continue to open possibilities to collaborate with original equipment suppliers (OES) and non-OES in the export market as well as collaborating with its distributors and principals.

Table 3: Top 10 Export Destination for 9M13

	9M13	9M12	Growth
USA	195	172	13%
Australia	86	90	-4%
Singapore	79	86	-8%
China	51	30	70%
Russian Federation	38	59	-36%
Netherlands	37	34	9%
Japan	36	37	-3%
Ecuador	35	27	30%
Thailand	32	33	-3%
Germany	31	23	35%

Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division

Figure 8: Filter and Radiator Export Sales



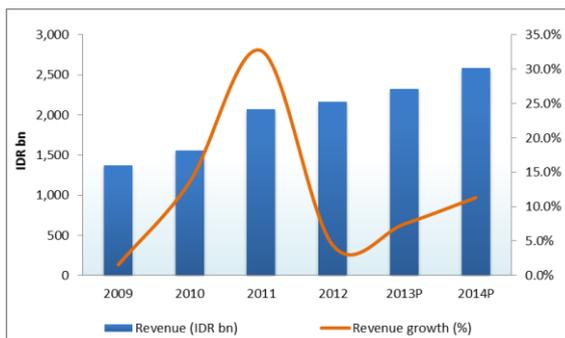
Source: PT Lautan Luas Tbk, PEFINDO Equity & Index Valuation Division

Revenue Growth to stay Positive from Inorganic

We expect SMSM should continue its consecutive revenue growth despite this year growth is particularly coming from inorganic growth, the effect of SSP and PTC acquisition. With the moderate improvement of global economy, especially from US and Asian developing countries, we estimate export sales to pick up 8% in 2014 after only 6% for 2013 estimate. While in domestic market we expect the fervor of LCGC projects should leverage SMSM’s auto parts sales in 2014 despite political temperature is getting heater.

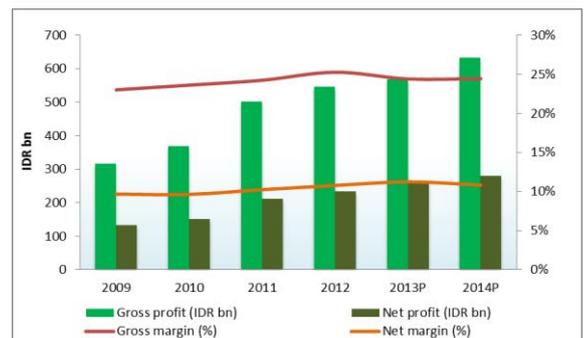
In the profit side, although there has been a declining in ASP along this year, SMSM’s gross margin is remain stable since the Company is taking benefit from the descending of raw material prices mainly from steel prices. SMSM is also a beneficiary of Rupiah depreciation as majority revenue is from export. However, despite all the favorable conditions, we believe SMSM will able to maintain its net margin as the Company has been showing its ability to increase its net margin for the last several years.

Figure 9: Revenue



Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division Estimates

Figure 10: Profits



“Disclaimer statement in the last page is an integral part of this report”
www.PEFINDO.com

Solid Financial Performances

SMSM maintain to manage its modest capex of about IDR100 billion annually used particularly for machineries maintenance. It also continue to commit high dividend payout (65% of net profit in 2012) although also increase its investment activities. As its revenue consistently grew positively and its profit margins are stable, SMSM booked a thick ROE of 36% in 2012 and 23% in 9M13 . The Company's gearing ratio is also decreasing, on the other hand, its cash and equity are climbing up. We argue that all those encouraging performances are describing a good and healthy corporate governance the Company applied and we expect SMSM will continue to improve its capacities and capabilities in the future.

Figure 11: ROE and Net Gearing

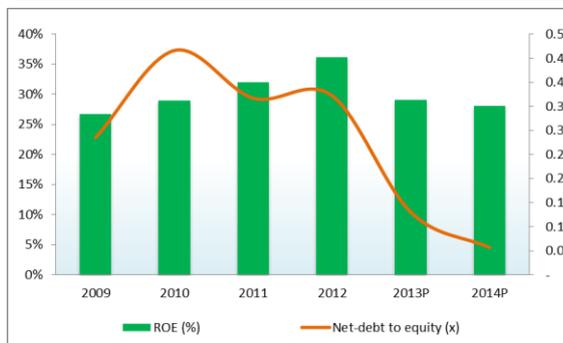
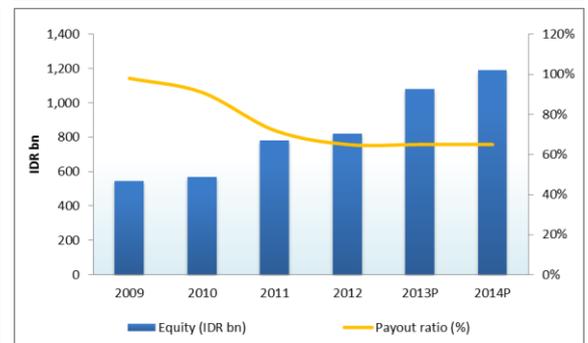


Figure 12: Equity and Payout Ratio



Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division Estimates

INDUSTRY COMPARISON

Table 4: Performance of SMSM and Its Peers in 9M13

	SMSM	AUTO	INDS
Revenue [IDR bn]	2,164	8,277	1,477
Gross profit [IDR bn]	547	1,356	294
Before tax profit [IDR bn]	345	1,263	181
Net profit [IDR bn]	233	1,053	133
Total asset [IDR bn]	1,441	8,882	1,665
Total liabilities [IDR bn]	621	3,397	528
Total equity [IDR bn]	820	5,485	1,137
Growth [YoY]			
Net sales [%]	4.4	12.4	19.6
Gross profit [%]	8.8	9.6	8.3
Before tax profit [%]	11.3	0.7	50.1
Net profit [%]	9.9	4.6	10.8
Profitability			
Gross profit margin [%]	25.3	16.4	19.9
Operating profit margin [%]	15.9	15.3	12.2
ROA [%]	16.2	11.9	8.0
ROE [%]	28.4	19.2	11.7
Leverage			
DER [x]	0.8	0.6	0.5

Source: Bloomberg, PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division

"Disclaimer statement in the last page is an integral part of this report"
www.PEFINDO.com

TARGET PRICE

VALUATION

- Methodology**

We applied the *Discounted Cash Flow* (DCF) method as the main valuation approach considering that income growth is the value driver for SMSM instead of asset growth.

Furthermore, we also applied the *Guideline Company Method* (GCM) as a comparison method.

This valuation is based 100% on shares price as of December 24, 2013, using SMSM's Financial Report of September 30, 2013 as the basis for the fundamental analysis.

- Value Estimation**

We used a cost of capital and cost of equity of 9.1% and 9.5% based on the following assumptions:

Table 5: Assumption

Risk free rate [%]*	8.5
Risk premium [%]*	1.7
Beta [x]**	0.6
Cost of Equity [%]	9.5
Marginal tax rate [%]	22.0
WACC [%]	9.1

Source: Bloomberg, PEFINDO Equity & Index Valuation Division Estimates

* as of December 24, 2013

** PEFINDO Beta as of December 19, 2013

The target price for 12 months, based on the valuation as per December 24, 2013, is as follows:

- ❖ Using the DCF method with a discount rate assumption of 9.1%, it is IDR3,530–IDR3,912 per share.
- ❖ Using the GCM method (P/E 17.6x and P/BV 3.0x), it is IDR3,417–IDR3,516 per share.

In order to obtain a value which represents both value indications, we have weighted both the DCF and the GCM methods by 70%:30%.

Based on the above calculation, the target price of SMSM for 12 months is **IDR3,500–IDR3,800** per share.

Table 6: Summary of DCF Method Valuation

	Conservative	Moderate	Optimist
PV of Free Cash Flows [IDR bn]	1,114	1,173	1,231
PV of Terminal Value [IDR bn]	4,118	4,335	4,552
Non-Operating Assets [IDR bn]	150	150	150
Debt [IDR bn]	(300)	(300)	(300)
Number of Shares [mn shares]	1,440	1,440	1,440
Fair Value per Share [IDR]	3,530	3,721	3,912

Source: PEFINDO Equity & Index Valuation Division Estimates

Table 7: GCM Comparison

	SMSM	AUTO	Average
P/E [x]	18.4	16.8	17.6
P/BV [x]	3.9	2.1	3.0

Source: Bloomberg, PEFINDO Equity & Index Valuation Division

Table 8: Summary of GCM Method Valuation

	Multiple [x]	Est. EPS [IDR]	Est. BV/share [IDR]	Value [IDR]
P/E	17.6	195	-	3,417
P/BV	3.0	-	1,190	3,516

Source: Bloomberg, PEFINDO Equity & Index Valuation Division Estimates

Table 9: Fair Value Reconciliation

	Fair Value per Share [IDR]		
	DCF	GCM	Average
Upper limit	3,912	3,516	3,800
Bottom limit	3,530	3,417	3,500
Weight	70%	30%	

Source: PEFINDO Equity & Index Valuation Division Estimates

Note: average price is rounded according to the fractional price prevailing on the IDX

Table 10: Consolidated Statement of Comprehensive Income

IDR bn	2011	2012	2013P	2014P	2015P
Net revenue	2,072	2,164	2,326	2,589	2,978
COGS	(1,570)	(1,617)	(1,758)	(1,956)	(2,249)
Gross profit	502	547	567	633	729
Operating expense	(174)	(184)	(196)	(217)	(249)
Operating profit	328	363	372	416	480
EBITDA	441	486	684	563	628
Other income (charges)	(19)	(18)	6	(11)	(23)
Pre-tax profit	310	345	377	405	457
Tax	(68)	(76)	(83)	(89)	(100)
Net profit	212	233	261	280	316

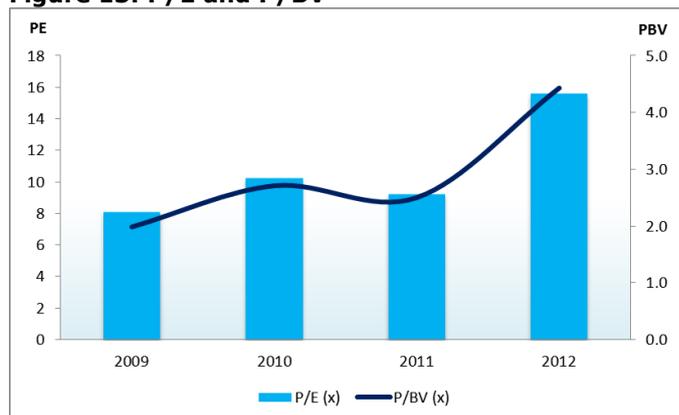
Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division Estimates

Table 11: Consolidated Statement of Financial Position

IDR bn	2011	2012	2013P	2014P	2015P
Assets					
Current assets					
Cash and cash equivalents	18	59	117	143	150
Receivables	394	431	510	568	653
Inventory	380	382	385	429	493
Other assets	24	27	41	46	52
Total current assets	816	899	1,053	1,185	1,348
Fixed assets	491	489	563	560	550
Other assets	21	53	85	66	70
Total assets	1,328	1,441	1,701	1,812	1,968
Liabilities					
Trade payables	106	106	178	198	228
Short-term debt	164	277	197	230	186
Other short-term liabilities	70	79	88	103	122
Long-term debt	159	111	91	16	36
Other long-term liabilities	46	47	65	75	86
Total Liabilities	545	621	619	622	658
Minority interest	120	175	184	193	203
Total Equity	783	820	1,083	1,190	1,310

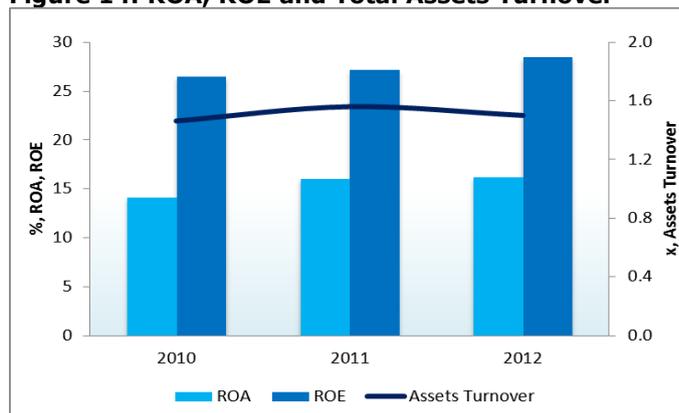
Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division Estimates

Figure 13: P/E and P/BV



Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division

Figure 14: ROA, ROE and Total Assets Turnover



Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division

Table 12: Key Ratios

	2011	2012	2013P	2014P	2015P
Growth [%]					
Net revenue	32.7	4.4	7.5	11.3	15.0
Operating profit	44.2	10.5	2.4	11.9	15.4
EBITDA	44.2	10.3	40.7	(17.7)	11.6
Net profit	41.1	9.9	12.0	7.2	12.8
Profitability [%]					
Gross margin	24.2	25.3	24.4	24.4	24.5
Operating margin	15.9	16.8	16.0	16.1	16.1
EBITDA margin	21.3	22.5	29.4	21.7	21.1
Net margin	10.2	10.8	11.2	10.8	10.6
ROA	16.0	16.2	15.4	15.5	16.1
ROE	32.0	36.1	29.1	28.1	28.5
Solvability [x]					
Debt to equity	0.7	0.8	0.6	0.5	0.5
Debt to asset	0.4	0.4	0.4	0.3	0.3
Liquidity [x]					
Current Ratio	2.4	1.9	2.3	2.2	2.5
Quick Ratio	1.3	1.1	1.4	1.4	1.6

Source: PT Selamat Sempurna Tbk, PEFINDO Equity & Index Valuation Division Estimates

DISCLAIMER

This report was prepared based on trusted and reliable sources. Nevertheless, we do not guarantee its completeness, accuracy and adequacy. Therefore, we are not responsible for any investment decisions made based on this report. All assumptions, opinions and predictions were solely our internal judgments as of the reporting date, and those judgments are subject to change without further notice.

We are not responsible for any mistakes or negligence that occur by using this report. Recent performance cannot always be used as a reference for future outcome. This report does not offer a recommendation to purchase or hold particular shares. This report might not be suitable for some investors. All opinions in this report have been presented fairly as of the issuing date with good intentions; however, they could change at any time without further notice. The price, value or income of each share of the Company stated in this report might be lower than investor expectations, and investors may obtain returns lower than the invested amount. Investment is defined as the probable income that will be received in the future; nonetheless such returns may fluctuate. As for companies whose shares are denominated in a currency other than Rupiah, foreign exchange fluctuation may reduce their share value, price or the returns for investors. This report does not contain any information for tax considerations in investment decision-making.

The share price target in this report is a fundamental value, not a fair market value or a transaction price reference required by regulations.

The share price target issued by the PEFINDO Equity & Index Valuation Division is not a recommendation to buy, sell or hold particular shares. It should not be considered as investment advice from the PEFINDO Equity & Index Valuation Division and its scope of service to some parties, including listed companies, financial advisors, brokers, investment banks, financial institutions and intermediaries, does not correlate with receiving rewards or any other benefits from such parties.

This report is not intended for any particular investor and cannot be used as part of an objective investment analysis of particular shares, an investment recommendation, or an investment strategy. We strongly recommend investors to consider the suitability of the situation and conditions before making a decision in relation with the figures in this report. If necessary, consult with your financial advisor.

PEFINDO keeps the activities of the Equity Valuation Division separate from its Ratings Division to preserve the independence and objectivity of its analytical processes and products. PEFINDO has established policies and procedures to maintain the confidentiality of non-public information received in connection with each analytical process. The entire process, methodology and the database used in the preparation of the Reference Share Price Target Report as a whole are different from the processes, methodologies and databases used by PEFINDO in issuing ratings.

This report was prepared and composed by the PEFINDO Equity & Index Valuation Division with the objective of enhancing the transparency of share prices of listed companies in the Indonesia Stock Exchange (IDX). This report is also free of influence from any other party, including pressure or force either from IDX or the listed company reviewed. PEFINDO Equity & Index Valuation Division earns a reward amounting to IDR20 million from IDX and the reviewed company for issuing this report twice a year. For further information, please visit our website at <http://www.pefindo.com>

This report was prepared and composed by the PEFINDO Equity & Index Valuation Division. In Indonesia, this report is published in our website and in the IDX website.