



PT SELAMAT SEMPURNA Tbk

MANUFACTURER OF AUTOMOTIVE PARTS
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

Investor Relations

1H 2020 Performance

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
- ❑ Serve more filtration and radiator products than any other auto component company
- ❑ 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

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

Product Range

- *With more than 8,000 part numbers available for automotive and heavy duty applications, we serve wide range of products than any other auto component company.*
- *With additional \pm 500 part numbers every year.*



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



List of OEM/OES

- ATLAS COPCO
- BEIBEN
- BELL
- CARRIER
- CASE NEW HOLLAND
- CHEVROLET
- CLARK
- DAIHATSU
- DOOSAN
- FOTON
- FUSO
- HINO
- HITACHI
- HONDA
- HYSTER
- HYUNDAI
- IHI
- ISEKI
- ISUZU
- KIA
- KOBELCO
- KOHLER
- KUBOTA
- LIEBHERR
- LINDE
- MAN
- MANITOU
- MAZDA
- MITSUBISHI
- NISSAN
- SUMITOMO
- SUZUKI
- TAKEUCHI
- TCM
- TEREX
- TOYOTA
- UD TRUCKS
- 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)

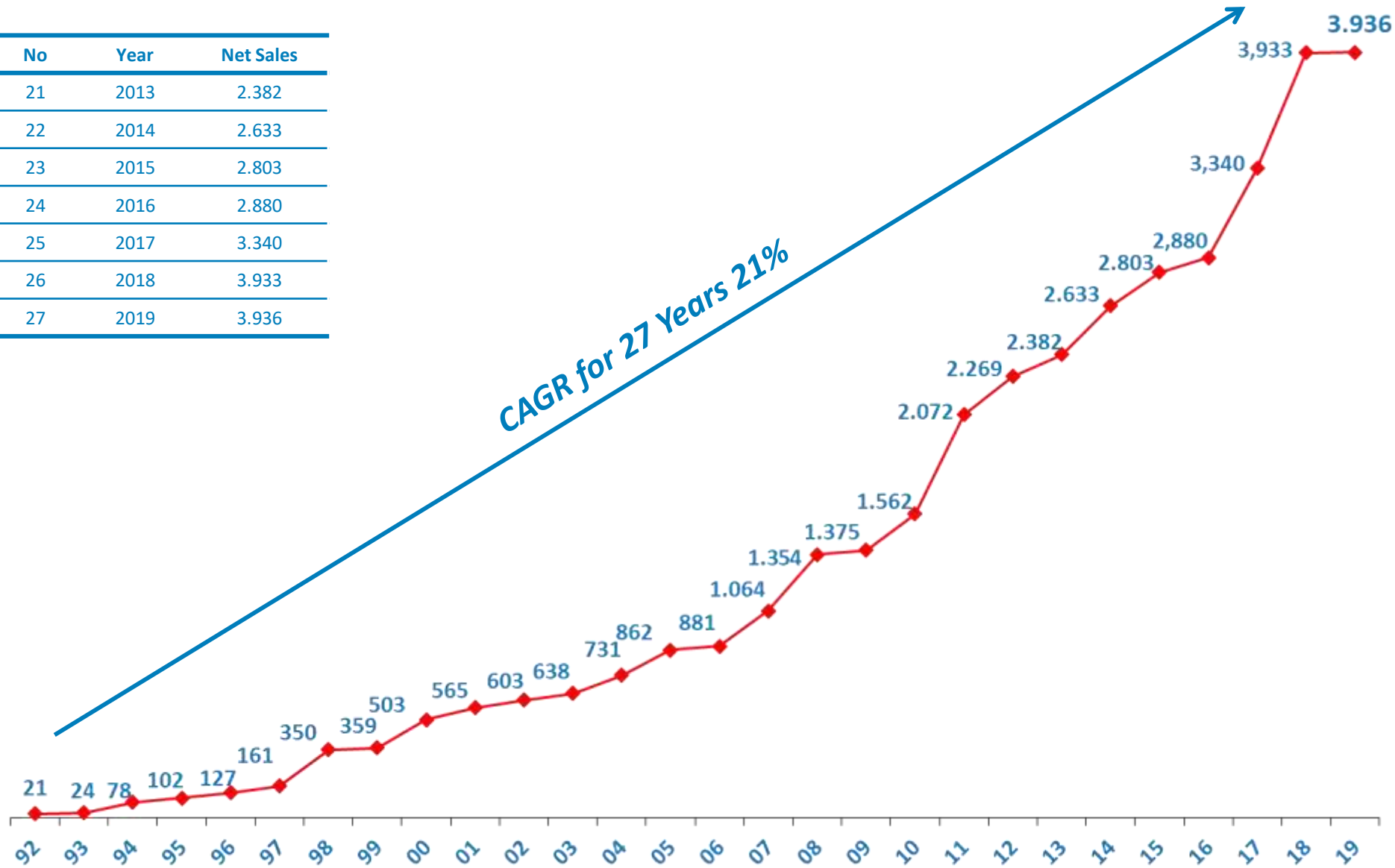
Radiators & Others

- **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)

27 Years Consecutive Sales Growth

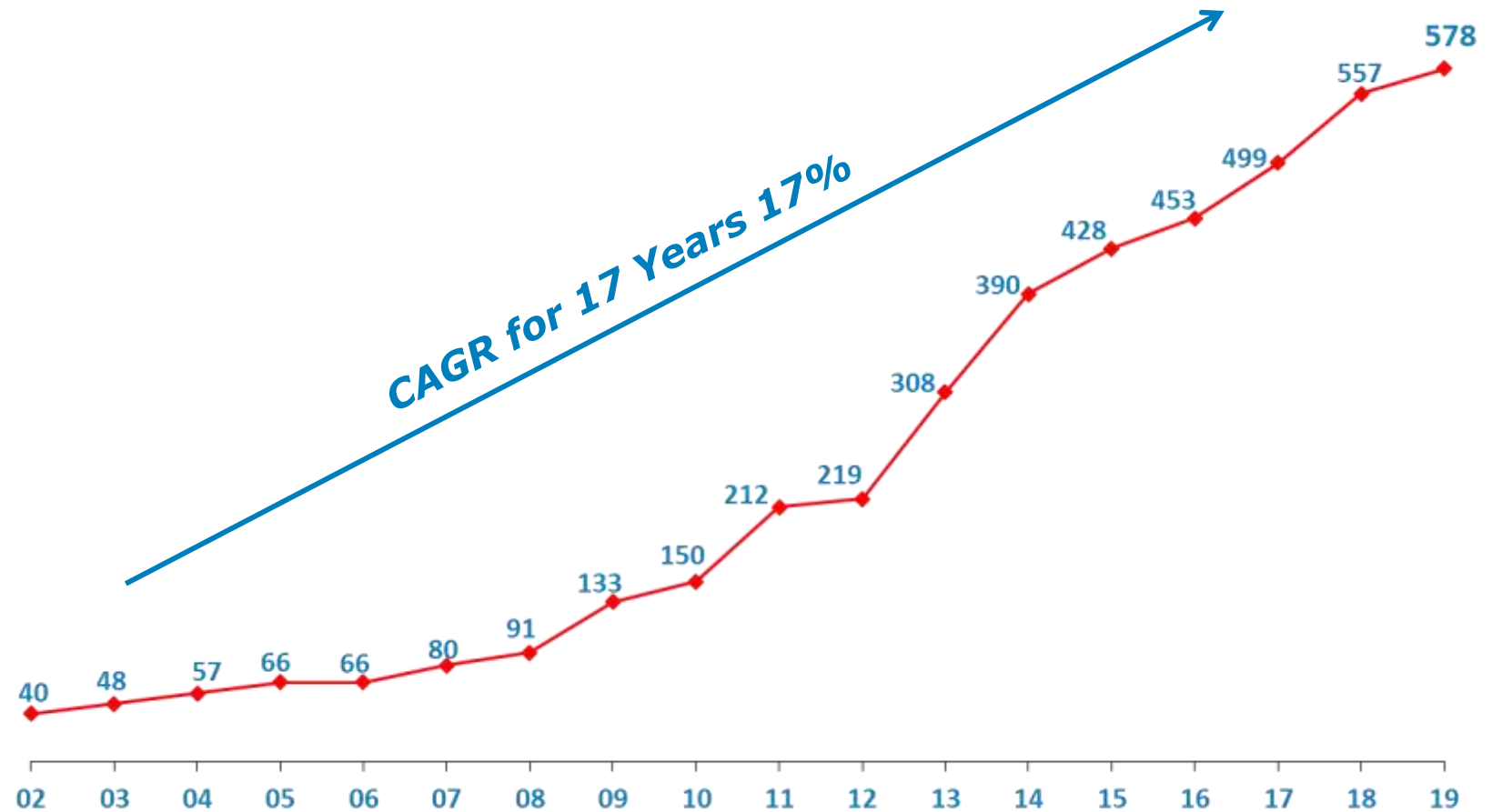
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

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



17 Years Consecutive 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

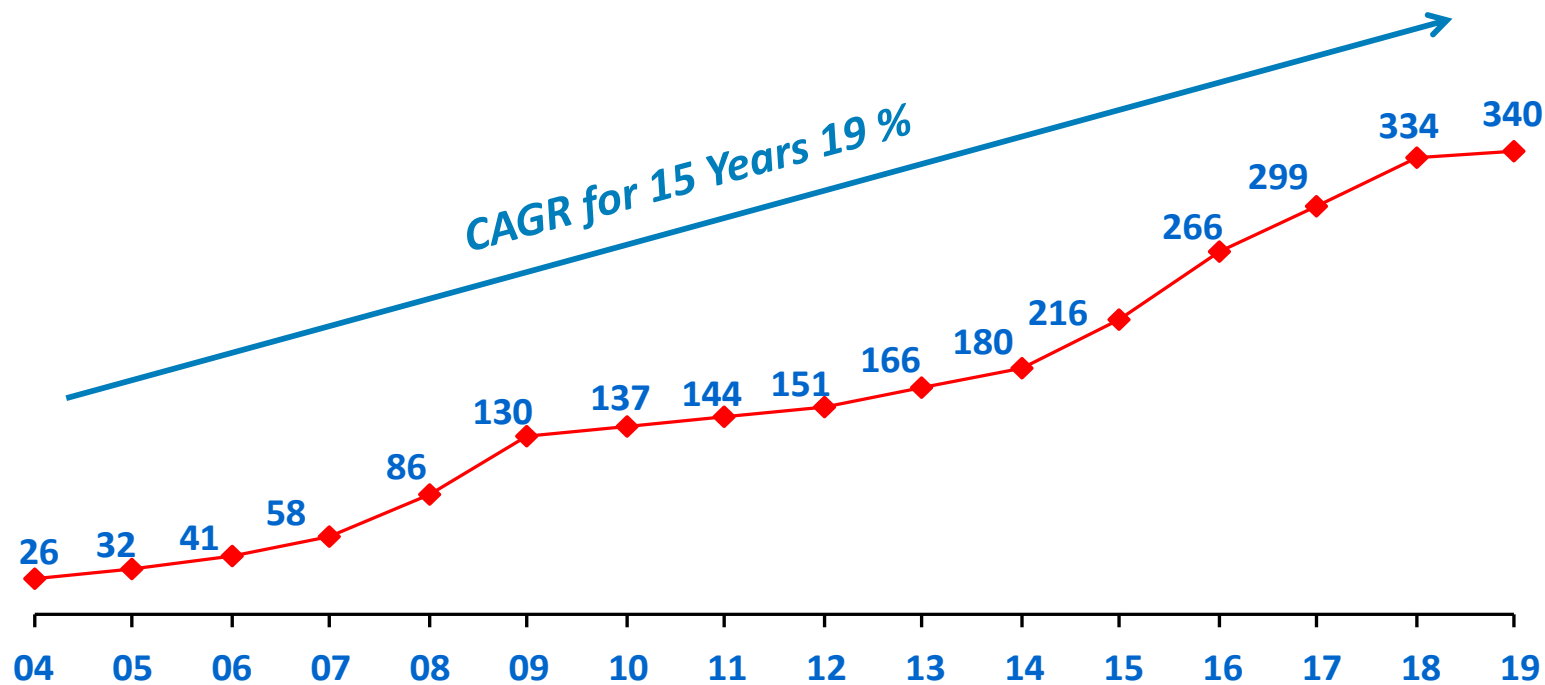


Amount in Billion Rupiah

15 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%
	2020	29 ^{*)}	115	25%

- Paid quarterly dividend since 2016
- Increased annually for 15 years



Dividend Distribution within year 2020 :




Final Dividend For Financial Year 2019 : IDR 109 Bio on August 25, 2020

*) 1st Interim Dividend For Financial Year 2020 : IDR 29 Bio on July 21, 2020

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%.

Summary Performance 1H 2020

	Position as per 30 June '20		Changes
Net Sales	IDR 1.464 T		(17%)
Profit for the Period*	IDR 203 B		(13%)
EPS	IDR 35		(13%)

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	6 Months Ended		Compare Q to Y	
	1H 2020	1H 2019	1H 2020	2019
Net Sales	1.464	1.772	1.464	3.936
Gross Profit	438	501	438	1.192
Income from Operation	296	333	296	823
Profit for the period attributable to:				
Owners of the parent entity	203	234	203	578
Non-controlling interests	22	24	22	61
Current Asset	2.288	1.841	2.288	2.138
Total Asset	3.367	2.799	3.367	3.107
Current Liabilities	422	384	422	461
Total Liabilities	717	574	717	665
Equity attributable to :				
Owners of the company entity	2.281	1.932	2.281	2.089
Non-controlling Interests	368	293	368	353
EPS	35	41	35	100

Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	1H 2020	1H 2019	1H 2020	2019
Net Sales Growth	(17%)			
Total Asset Growth	20%		8%	
Total Equity Growth	19%		8%	
Gross Profit Margin	30%	28%	30%	30%
Operating Margin	20%	19%	20%	21%
Profit Margin*	14%	13%	14%	15%
Return on Assets	7%	9%	7%	21%
Return on Equity	8%	12%	8%	26%
Total Debt / Total Assets	21%	21%	21%	21%
Total Debt / Total Equity	27%	26%	27%	27%
Current Ratio	542%	479%	542%	464%

Sales Performance 1H 2020 (6 Months Ended)

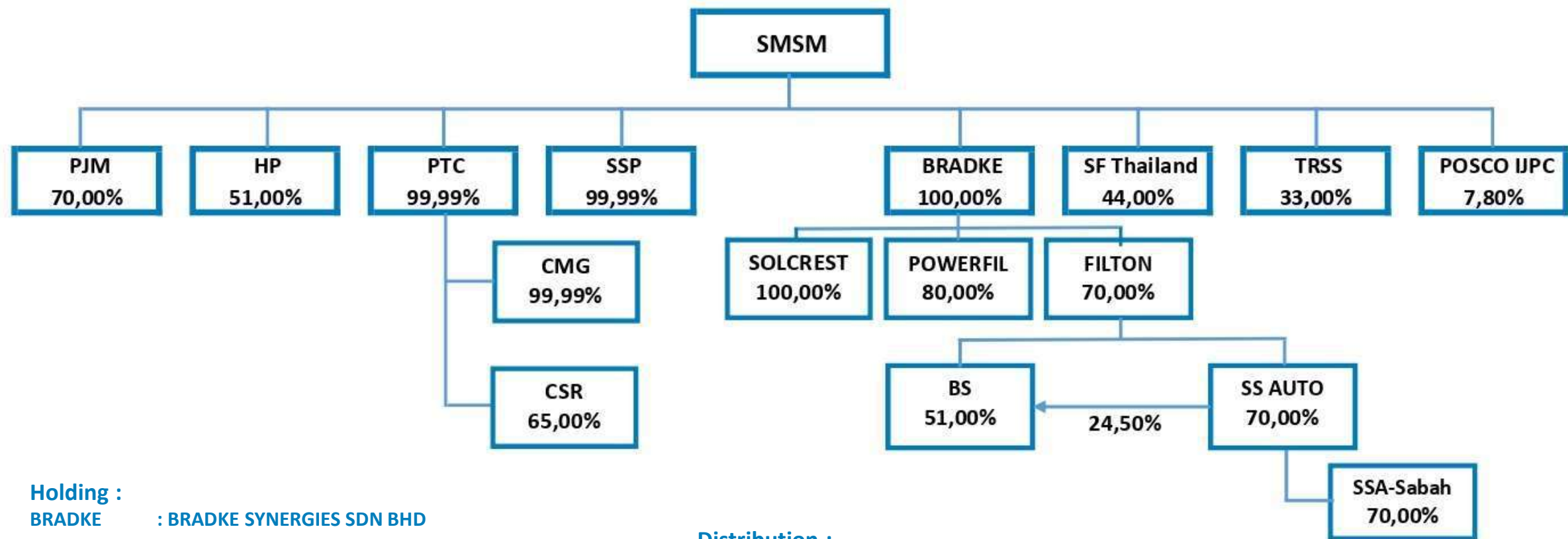
Market	Sales (Rp)				Increase / (Decrease)	
	1H 2020	%	1H 2019	%	Rp	%
Indonesia	470	32%	592	33%	(122)	(21%)
Overseas	994	68%	1.180	67%	(186)	(16%)
Total	1.464	100%	1.772	100%	(308)	(17%)

Product	Sales (Rp)				Increase / (Decrease)	
	1H 2020	%	1H 2019	%	Rp	%
Filter	1.100	75%	1.327	75%	(227)	(17%)
Radiator	145	10%	157	9%	(12)	(8%)
Body Maker	45	3%	103	6%	(58)	(56%)
Trading	449	31%	425	24%	24	6%
Others	151	10%	187	11%	(36)	(19%)
(Elimination)	(426)	(29%)	(427)	(24%)	1	0.2%
Total	1.464	100%	1.772	100%	(308)	(17%)

Sales by Geographical

Geographical	1H 2020		1H 2019		Inc / (Dec)
	Rp	%	Rp	%	
Indonesia	470	32%	592	33%	(21%)
Overseas					
Asia	444	30%	539	30%	(18%)
America	221	15%	253	14%	(13%)
Europe	173	12%	219	12%	(21%)
Australia	127	9%	141	8%	(10%)
Africa	30	2%	28	2%	6%
Total	1.464	100%	1.772	100%	(17%)

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 TUNGGA 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

PT Panata Jaya Mandiri – PJM (Subsidiary Company)

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

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2020 (U)	1H 2019 (U)		1H 2020 (U)	2019 (A)
Net Sales	366.00	436.59	(16%)	366.00	888.21
Gross Profit	97.01	91.27	6%	97.01	209.44
Operating Profit	81.71	67.28	21%	81.71	156.46
Profit for The Period	62.92	49.67	27%	62.92	116.13
Total Current Assets	460.27	394.35	17%	460.27	419.94
Total Assets	589.66	520.75	13%	589.66	540.11
Total Current Liabilities	70.40	89.90	(22%)	70.40	77.79
Total Liabilities	117.51	122.20	(4%)	117.51	111.65
Total Equity	472.15	398.55	18%	472.15	428.46

U= Unaudited Amount in Billion Rupiah

A= Audited



PT Hydraxle Perkasa – HP (Subsidiary Company)

- ❑ SMSM owns a 51% stake in HP
- ❑ Manufacture dump hoist and body maker of dump truck, trailer, mixer, and tank

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2020 (U)	1H 2019 (U)		1H 2020 (U)	2019 (A)
Net Sales	64.89	127.21	(49%)	64.89	335.26
Gross Profit	(0.75)	19.38	(104%)	(0.75)	50.91
Operating Profit	(6.92)	12.26	(156%)	(6.92)	36.33
Profit for The Period	(8.38)	9.31	(190%)	(8.38)	27.37
Total Current Assets	140.01	148.79	(6%)	140.01	168.12
Total Assets	223.99	229.51	(2%)	223.99	249.99
Total Current Liabilities	6.41	25.26	(75%)	6.41	27.96
Total Liabilities	28.72	37.02	(22%)	28.72	46.35
Total Equity	195.27	192.49	1%	195.27	203.63

U= Unaudited

Amount in Billion Rupiah

A= Audited



PT Prapat Tunggal Cipta– PTC (Subsidiary Company)

- SMSM owns a 99.9% stake in PTC
- Sole distributor that specializes on the trading of the Company products in Indonesia aftermarket sectors.

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2020 (U)	1H 2019 (U)		1H 2020 (U)	2019 (A)
Net Sales	228.80	229.55	(0.3%)	228.80	519.07
Gross Profit	48.71	53.83	(10%)	48.71	117.00
Operating Profit	26.86	32.03	(16%)	26.86	72.96
Profit for The Period	20.34	24.12	(16%)	20.34	56.13
Total Current Assets	251.31	243.67	3%	251.31	284.19
Total Assets	285.59	258.79	10%	285.59	301.94
Total Current Liabilities	48.71	75.36	(35%)	48.71	99.66
Total Liabilities	71.67	81.67	(12%)	71.67	108.38
Total Equity	213.92	177.11	21%	213.92	193.56

U= Unaudited

Amount in Billion Rupiah

A= Audited



PT Selamat Sempurna Perkasa – SSP (Subsidiary Company)

- SMSM owns a 99.9% stake in SSP
- manufacturers rubber O-rings, polyurethanes, and plastisol adhesives for automotive industries

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2020 (U)	1H 2019 (U)		1H 2020 (U)	2019 (A)
Net Sales	85.25	96.67	(12%)	85.25	209.08
Gross Profit	12.79	15.16	(16%)	12.79	35.52
Operating Profit	9.39	12.55	(25%)	9.39	27.65
Profit for The Period	7.15	9.44	(24%)	7.15	20.82
Total Current Assets	74.73	76.71	(3%)	74.73	80.02
Total Assets	111.21	101.88	9%	111.21	107.77
Total Current Liabilities	19.52	20.38	(4%)	19.52	20.50
Total Liabilities	35.33	25.60	38%	35.33	30.25
Total Equity	75.88	76.28	(1%)	75.88	77.52

Bradke Synergies Sdn Bhd – BRADKE (Subsidiary Company)

- ❑ SMSM owns a 100,00% stake in Bradke
- ❑ Bradke is the Holding Company which had subsidiaries of which are (i) Manufacturing of filters product & the Company's Supplier for machinery (Filton Industries Sdn Bhd), the Company's sole distributor of filter products in Malaysia & Australia (Powerfil Auto Parts Sdn Bhd , SS Auto Sdn Bhd , Solcrest Pte Ltd)

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2020 (U)	1H 2019 (U)		1H 2020 (U)	2019 (A)
Net Sales	56.02	68.35	(18%)	56.02	147.85
Gross Profit	19.78	25.98	(24%)	19.78	54.93
Operating Profit	3.43	8.16	(58%)	3.43	19.97
Profit for The Period	2.59	5.84	(56%)	2.59	13.28
Total Current Assets	72.50	74.78	(3%)	72.50	71.88
Total Assets	131.34	130.99	0.3%	131.34	132.79
Total Current Liabilities	22.41	28.18	(20%)	22.41	24.76
Total Liabilities	34.89	37.57	(7%)	34.89	36.07
Total Equity	96.45	93.42	3%	96.45	96.72



Sure Filter (Thailand) Co., Ltd. – SF THAILAND (Associate Company)

- ❑ SMSM owns a 44,00% stake in SF Thailand
- ❑ SF Thailand is the Company's sole distributor of filter and radiator products in Thailand

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2020 (U)	1H 2019 (U)		1H 2020 (U)	2019 (A)
Net Sales	133.11	138.81	(4%)	133.11	263.66
Gross Profit	48.17	39.27	23%	48.17	77.32
Operating Profit	21.41	14.04	52%	21.41	24.31
Profit for The Period	18.30	11.40	61%	18.30	17.17
Total Current Assets	182.25	160.59	13%	182.25	148.30
Total Assets	278.00	259.84	7%	278.00	246.08
Total Current Liabilities	91.31	92.64	(1%)	91.31	76.36
Total Liabilities	106.71	117.63	(9%)	106.71	93.09
Total Equity	171.29	142.22	20%	171.29	152.99

PT POSCO Indonesia Jakarta Processing Center (Associate Company)

- ❑ SMSM owns a 7,80% stake in POSCO IJPC
- ❑ *Joint venture* with POSCO and DAEWOO International Corporation

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2020 (U)	1H 2019 (U)		1H 2020 (U)	2019 (A)
Net Sales	44.79	58.87	(24%)	44.79	122.45
Gross Profit	0.12	3.51	(97%)	0.12	5.02
Operating Profit	(1.15)	2.38	(148%)	(1.15)	3.11
Profit for The Period	(2.04)	1.96	(204%)	(2.04)	2.10
Total Current Assets	64.96	69.21	(6%)	64.96	52.09
Total Assets	85.64	82.23	4%	85.64	64.20
Total Current Liabilities	43.97	65.04	(32%)	43.97	46.38
Total Liabilities	44.88	65.43	(31%)	44.88	47.29
Total Equity	40.75	16.81	142%	40.75	16.91

U= Unaudited

Amount in Million USD

A= Audited



PT Tokyo Radiator Selamat Sempurna (Associate Company)

- ❑ SMSM owns a 33% stake in TRSS
- ❑ *Joint venture* with Tokyo Radiator Mfg. Co. Ltd

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2020 (U)	1H 2019 (U)		1H 2020 (U)	2019 (U)
Net Sales	32.05	43.87	(27%)	32.05	83.51
Gross Profit	10.87	11.54	(6%)	10.87	22.61
Operating Profit	5.62	5.39	4%	5.62	11.03
Profit for The Period	4.39	5.41	(19%)	4.39	11.35
Total Current Assets	93.76	83.69	12%	93.76	82.28
Total Assets	123.04	101.19	22%	123.04	100.26
Total Current Liabilities	13.55	11.44	18%	13.55	11.03
Total Liabilities	30.89	13.36	131%	30.89	12.51
Total Equity	92.14	87.84	5%	92.14	87.75

U= Unaudited

Amount in Billion Rupiah

Thank You

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