



**PT SELAMAT SEMPURNA Tbk**

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

## Investor Relations

### 1H 2022 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)



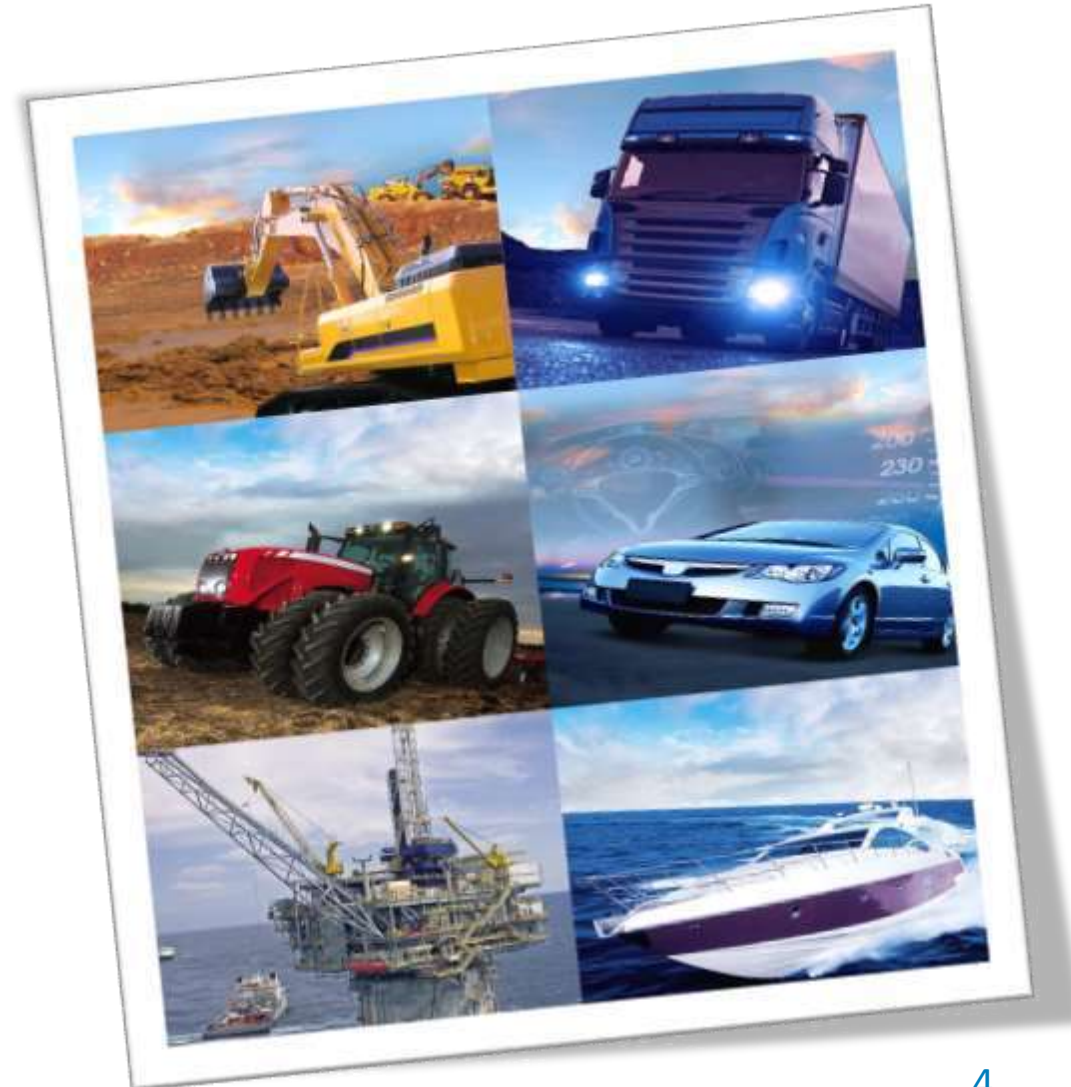
■ Filters : 96 millions pieces per year

■ 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

- ANTONIO CARRARO
- ATLAS COPCO
- BOMAG
- CARRIER
- CLARK
- CNHI
- DAIHATSU
- GEHL
- HINO
- HUPPENKOTHEN
- HYSTER
- HYUNDAI
- ISEKI
- ISUZU
- KATO
- KOHLER
- KUBOTA
- LIEBHERR
- MANITOU
- MATHIEU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SCHAFFER
- SDE
- SUNWARD
- SUZUKI
- TAKEUCHI
- VESTAS
- VOLVO
- YALE
- YANMAR

# 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)

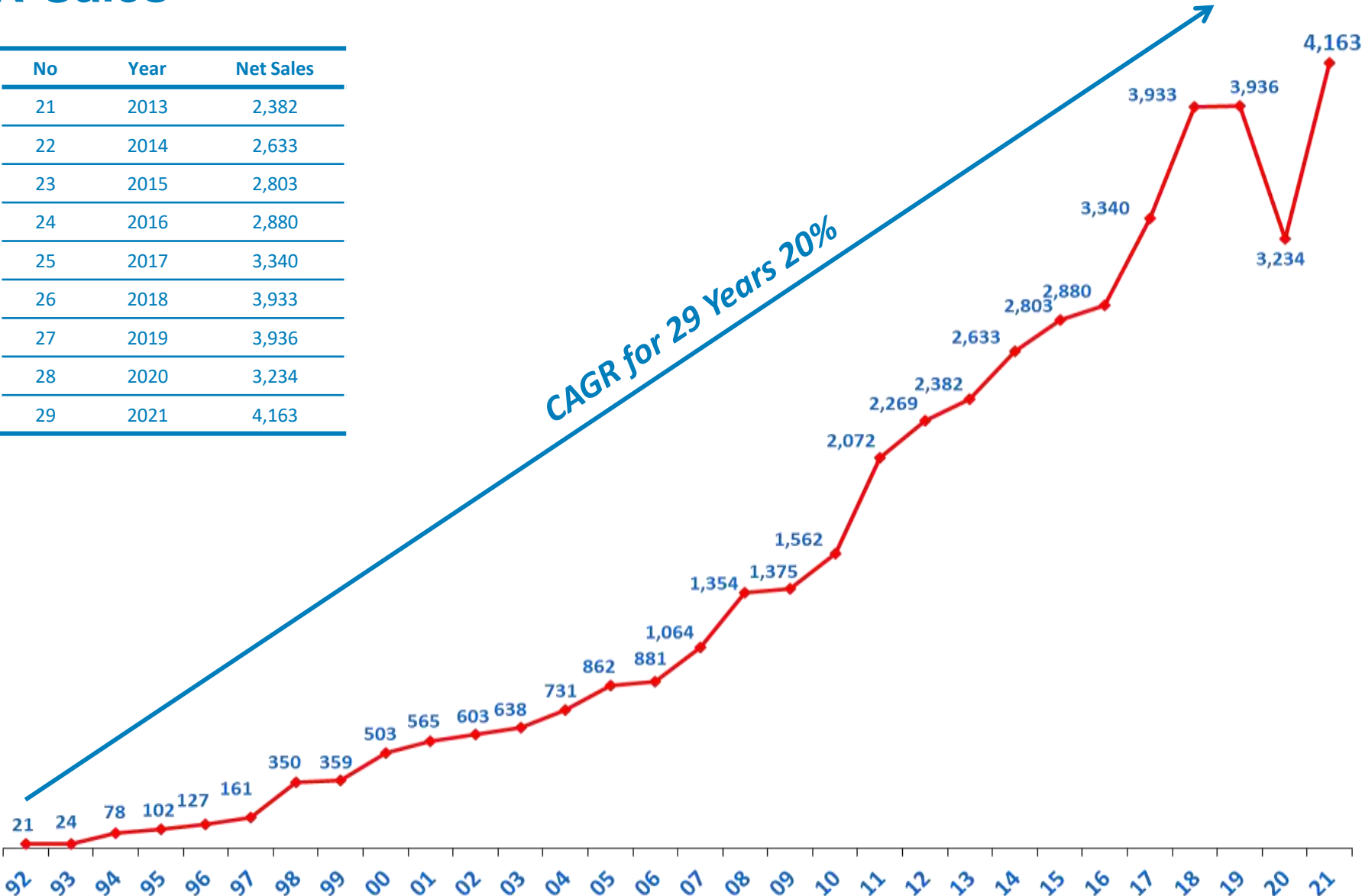
## Radiators & Others

- **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)

# 29 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
29	2021	4,163



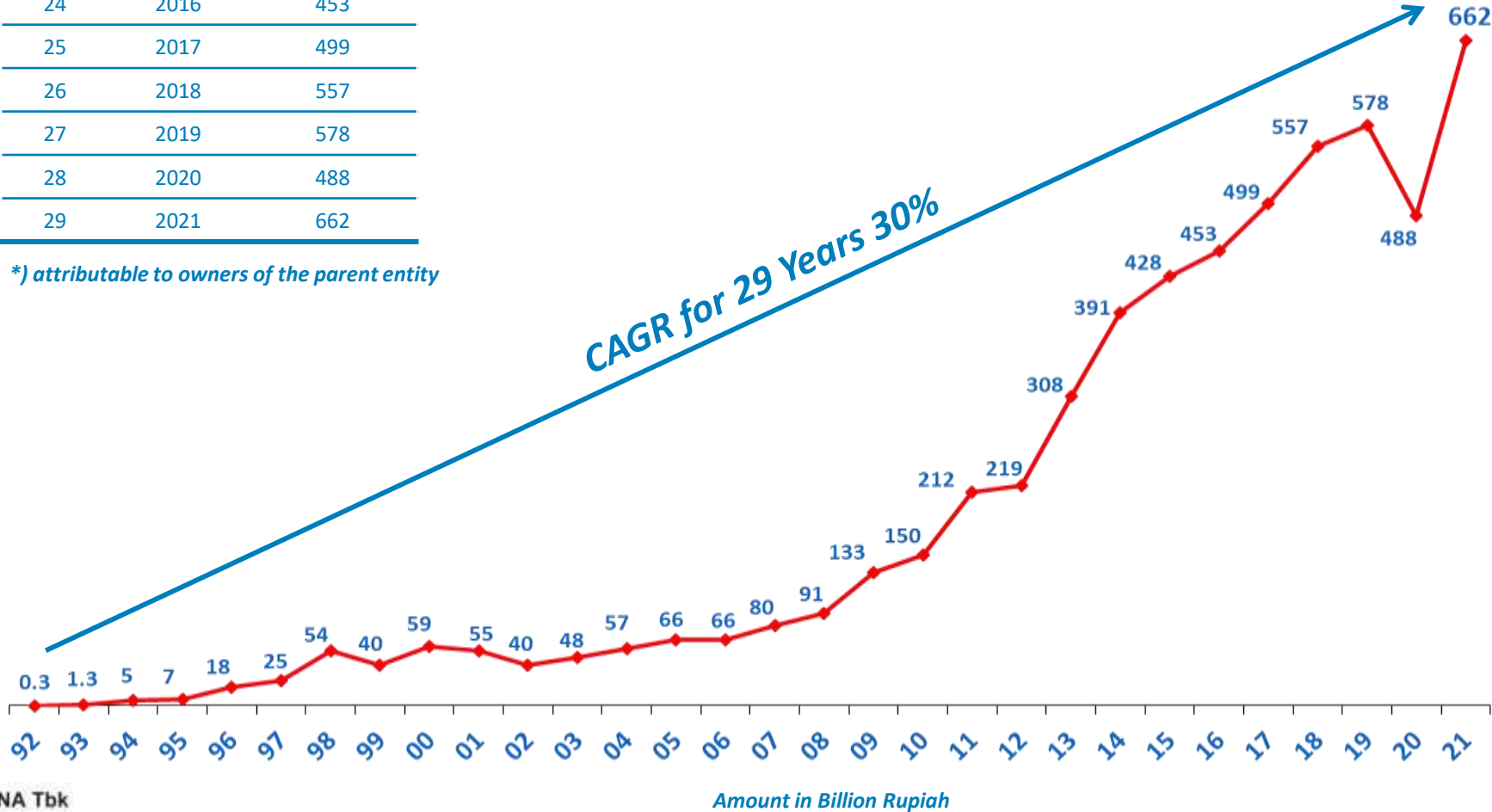


# 29 Years of CAGR Net Income

No	Year	Net Income*
	1992	0.3
1	1993	1.3
2	1994	5
3	1995	7
4	1996	18
5	1997	25
6	1998	54
7	1999	40
8	2000	59
9	2001	55
10	2002	40
11	2003	48
12	2004	57
13	2005	66
14	2006	66
15	2007	80
16	2008	91
17	2009	133
18	2010	150
19	2011	212
20	2012	219

No	Year	Net Income*
21	2013	308
22	2014	391
23	2015	428
24	2016	453
25	2017	499
26	2018	557
27	2019	578
28	2020	488
29	2021	662

\*) attributable to owners of the parent entity



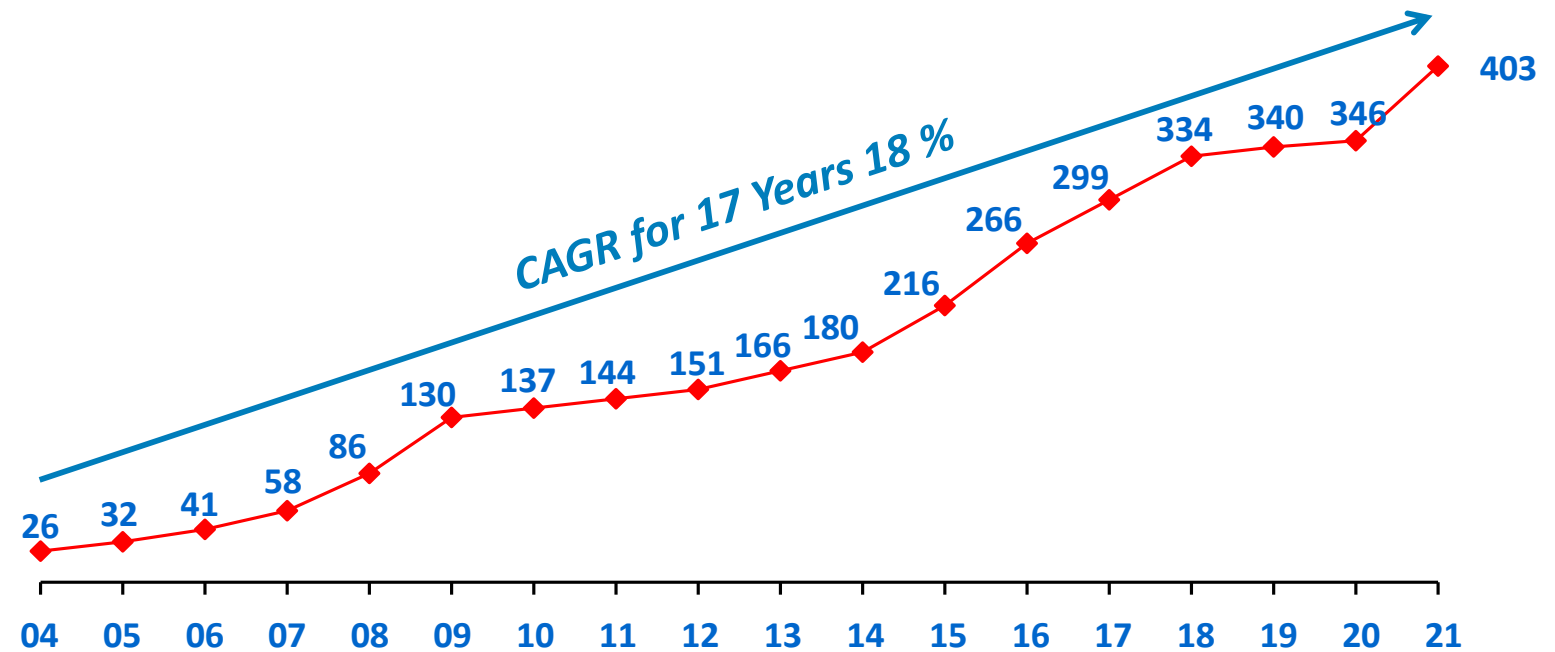
# 17 Years Consecutive Dividend Payment Growth

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	68%
8	2012	151.17	219	69%
9	2013	165.56	308	54%
10	2014	179.96	391	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	339.76	578	59%
16	2020	345.52	488	71%
17	2021	403.11	662	61%
	2022	230.35 <sup>*)</sup>	377	61%

**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%.

- Paid quarterly dividend since 2016
- Increased annually for 17 years






## Dividend Distribution within year 2022 :

Final Dividend For 2021 Financial Year : IDR 115 Bio on August 23, 2022

\*) 1<sup>st</sup> Interim Dividend For 2022 Financial Year : IDR 86 Bio on May 31, 2022

\*) 2<sup>nd</sup> Interim Dividend For 2022 Financial Year : IDR 144 Bio on September 21, 2022

## Summary Performance 1H 2022

	6 Months ended 30 June 2022		Changes
Net Sales	IDR 2.306 T		17%
Profit for the Period*	IDR 377 B		20%
EPS	IDR 66		20%

*\* attributable to owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	6 Months Ended		Increase / (Decrease)	%	Compare Q to Y	
	1H 2022	1H 2021			1H 2022	2021
Net Sales	2,306	1,970	336	17%	2,306	4,163
Gross Profit	712	628	84	13%	712	1,337
Operating Profit	527	444	82	19%	527	931
Profit for the period attributable to:						
Owners of the parent entity	377	314	63	20%	377	662
Non-controlling Interests	43	35	8	22%	43	66
Current Assets	3,098	2,851	246	9%	3,098	2,795
Total Assets	4,218	3,972	246	6%	4,218	3,869
Current Liabilities	704	804	(100)	(12%)	704	669
Total Liabilities	1,001	1,157	(156)	(13%)	1,001	957
Equity attributable to:						
Owners of the Company Entity	2,811	2,428	383	16%	2,811	2,521
Non-controlling Interests	405	387	19	5%	405	391
EPS	66	55	11	20%	66	115

# Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	1H 2022	1H 2021	1H 2022	2021
Net Sales Growth	17%			
Total Asset Growth	6%		9%	
Total Equity Growth	14%		10%	
Gross Profit Margin	31%	32%	31%	32%
Operating Margin	23%	23%	23%	22%
Profit Margin*	16%	16%	16%	16%
Return on Assets	10%	9%	10%	19%
Return on Equity *	12%	11%	12%	23%
Total Debt/Total Assets	24%	29%	24%	25%
Total Debt/Total Equity	31%	41%	31%	33%
Current Ratio	440%	354%	440%	418%



## Sales Performance 1H 2022 (6 Months Ended)

Market	Sales (IDR)				Increase / (Decrease)	
	1H 2022	%	1H 2021	%	IDR	%
Indonesia	848	37%	631	32%	217	34%
Overseas	1,458	63%	1,339	68%	119	9%
<b>Total</b>	<b>2,306</b>	<b>100%</b>	<b>1,970</b>	<b>100%</b>	<b>336</b>	<b>17%</b>

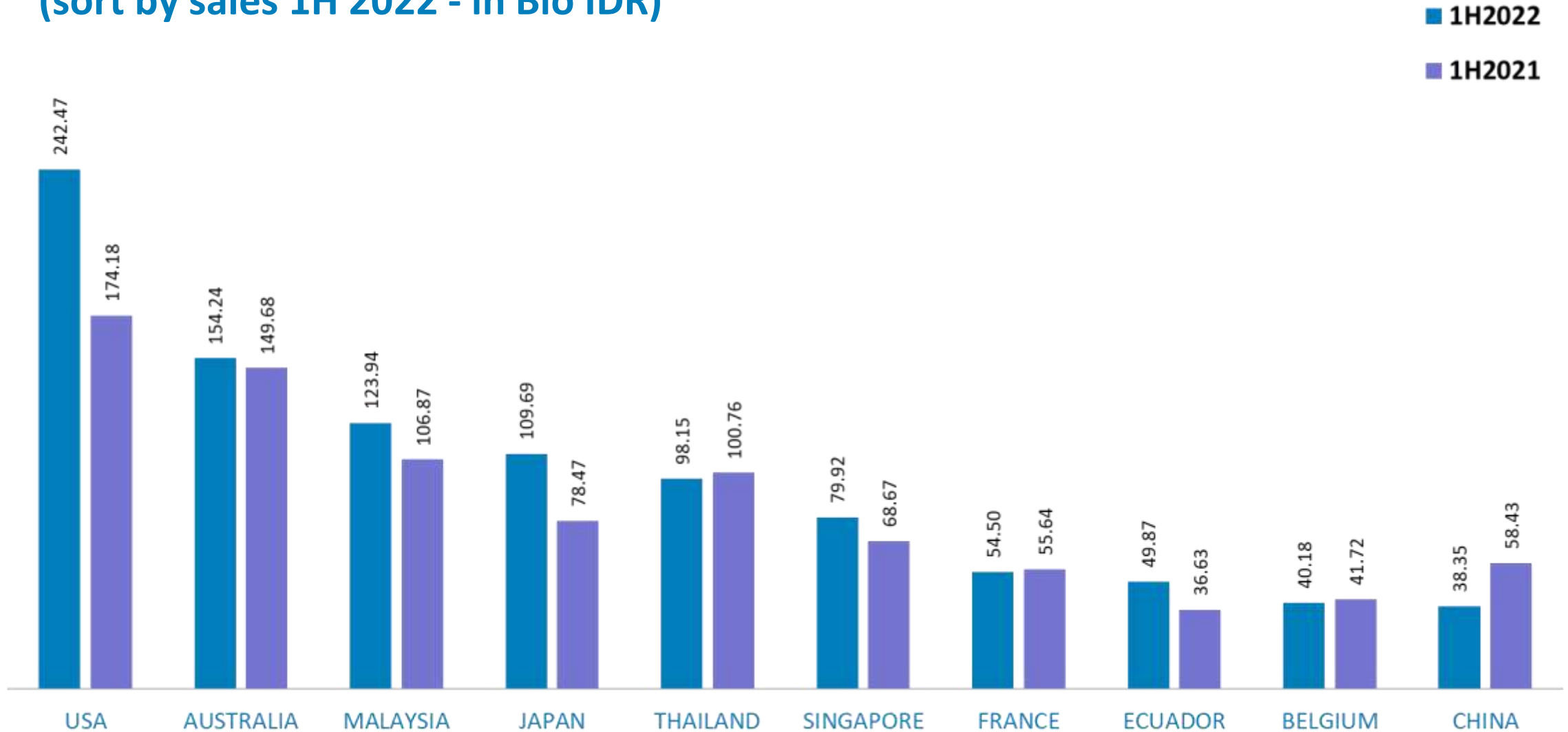
Product	Sales (IDR)				Increase / (Decrease)	
	1H 2022	%	1H 2021	%	IDR	%
Filter	1,599	69%	1,443	73%	156	11%
Radiator	259	11%	222	11%	37	16%
Body Maker	153	7%	97	5%	56	58%
Trading	659	29%	592	30%	67	11%
Others	226	10%	197	10%	29	15%
(Elimination)	(590)	(26%)	(581)	(29%)	9	1%
<b>Total</b>	<b>2,306</b>	<b>100%</b>	<b>1,970</b>	<b>100%</b>	<b>336</b>	<b>17%</b>

## Sales by Geographical

Geographical	1H 2022		1H 2021		Inc / (Dec)
	IDR	%	IDR	%	
Indonesia	848	37%	631	32%	34%
Overseas					
Asia	615	27%	554	28%	11%
America	406	17%	291	15%	39%
Europe	222	10%	287	14%	(23%)
Australia	172	7%	174	9%	(1%)
Africa	43	2%	33	2%	30%
<b>Total</b>	<b>2,306</b>	<b>100%</b>	<b>1,970</b>	<b>100%</b>	<b>17%</b>

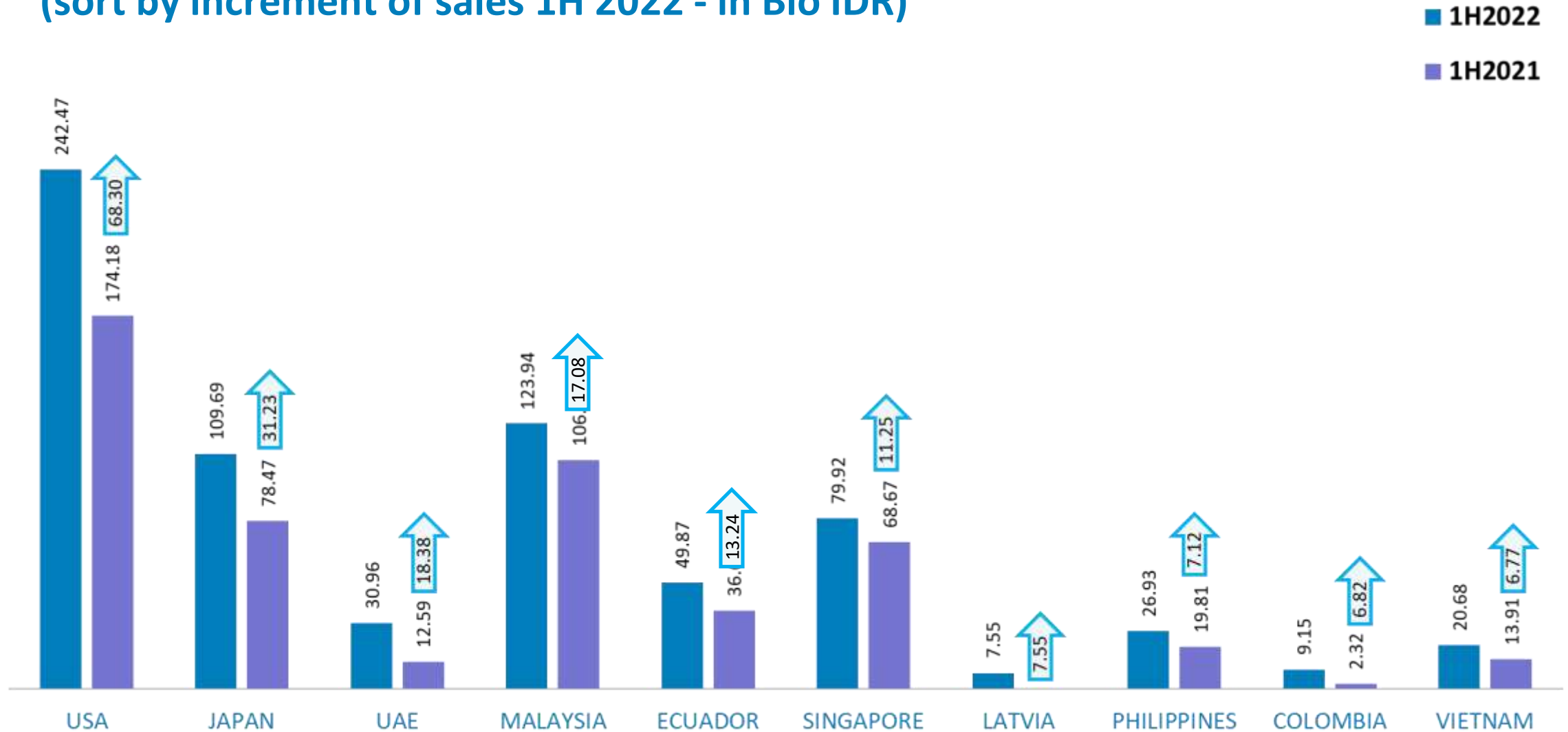
# Top 10 Export Destinations by Countries

(sort by sales 1H 2022 - in Bio IDR)

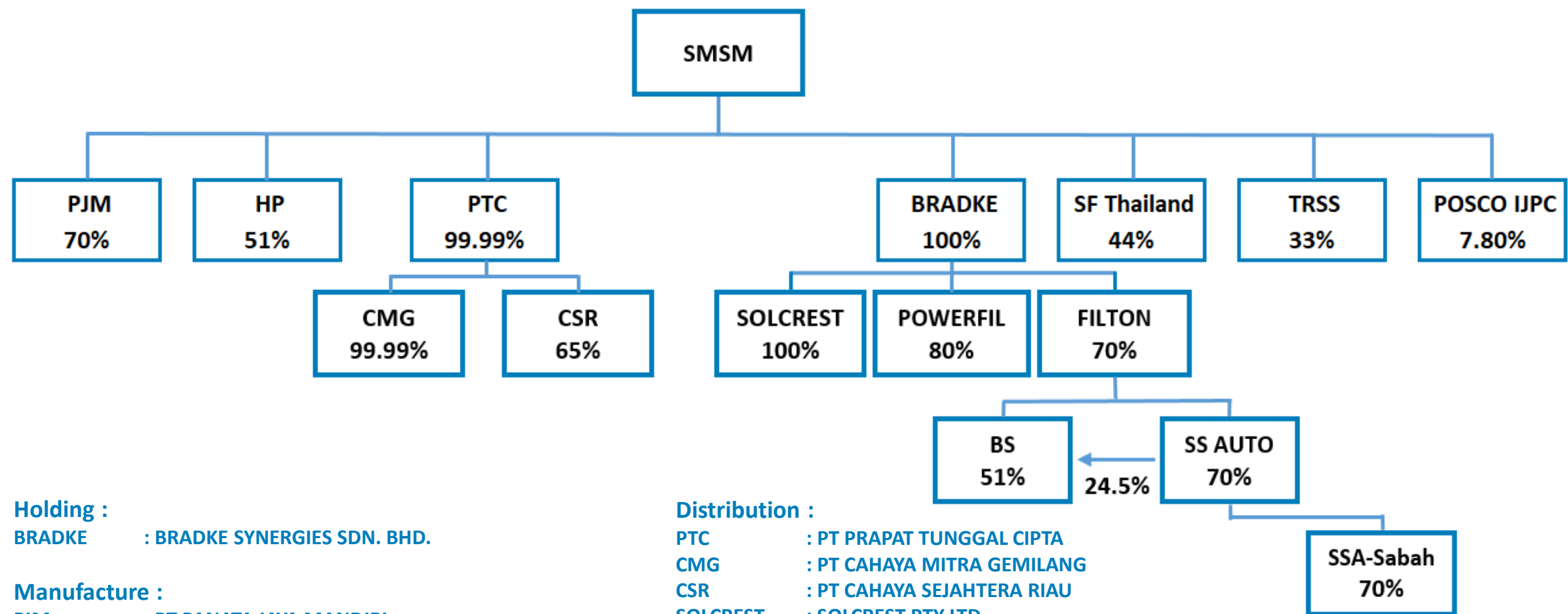


# Top 10 Export Destinations by Countries

(sort by increment of sales 1H 2022 - in Bio IDR)



# Structure of Company with the Subsidiaries and Associates



**Holding :**  
BRADKE : BRADKE SYNERGIES SDN. BHD.

**Manufacture :**  
PJM : PT PANATA JAYA MANDIRI  
HP : PT HYDRAXLE 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.  
BS : BS ENTERPRISE SDN. BHD.  
SS AUTO : S.S AUTO SDN. BHD.  
SS A-Sabah : S.S 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 2022 (U)	1H 2021 (U)		1H 2022 (U)	2021 (A)
Net Sales	571	442	29%	571	975
Gross Profit	111	90	23%	111	217
Operating Profit	93	76	22%	93	171
Profit for The Period	73	60	21%	73	134
Total Current Assets	596	564	6%	596	577
Total Assets	716	694	3%	716	692
Total Current Liabilities	153	166	(8%)	153	151
Total Liabilities	200	225	(11%)	200	198
Total Equity	515	469	10%	515	494



## 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 2022 (U)	1H 2021 (U)		1H 2022 (U)	2021 (A)
Net Sales	173	117	48%	173	259
Gross Profit	35	16	124%	35	33
Operating Profit	29	10	197%	29	21
Profit for The Period	20	8	149%	20	17
Total Current Assets	220	200	10%	220	178
Total Assets	305	284	7%	305	255
Total Current Liabilities	60	53	12%	60	22
Total Liabilities	81	75	8%	81	44
Total Equity	224	209	7%	224	211

*U= Unaudited*

*Amount in Billion Rupiah*

*A= Audited*



## PT Prapat Tunggal Cipta - PTC (Subsidiary Company)

- ☐ SMSM owns a 99.99% 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 2022 (U)	1H 2021 (U)		1H 2022 (U)	2021 (A)
Net Sales	347	294	18%	347	615
Gross Profit	95	70	35%	95	157
Operating Profit	63	38	63%	63	105
Profit for The Period*	49	30	65%	49	81
Total Current Assets	424	320	32%	424	382
Total Assets	459	357	29%	459	418
Total Current Liabilities	128	87	48%	128	110
Total Liabilities	154	114	35%	154	137
Total Equity	305	242	26%	305	281



## PT Selamat Sempurna Perkasa - SSP (Subsidiary Company)

- ❑ SMSM owns a 99.99% 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 2022 (U)	1H 2021 (U)		1H 2022 (U)	2021 (A)
Net Sales	120	121	(1%)	120	247
Gross Profit	17	20	(12%)	17	38
Operating Profit	15	15	(5%)	15	30
Profit for The Period	11	12	(6%)	11	23
Total Current Assets	93	97	(4%)	93	79
Total Assets	141	138	2%	141	121
Total Current Liabilities	29	38	(25%)	29	20
Total Liabilities	44	55	(19%)	44	36
Total Equity	96	83	16%	96	85

## Bradke Synergies Sdn Bhd - BRADKE (Subsidiary Company)

- ❑ SMSM owns a 100% 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 2022 (U)	1H 2021 (U)		1H 2022 (U)	2021 (A)
Net Sales	83	75	11%	83	147
Gross Profit	28	28	1%	28	51
Operating Profit	8	10	(16%)	8	17
Profit for The Period	6	7	(16%)	6	11
Total Current Assets	93	94	(1%)	93	94
Total Assets	150	156	(4%)	150	150
Total Current Liabilities	33	34	(3%)	33	35
Total Liabilities	45	48	(8%)	45	45
Total Equity	105	107	(2%)	105	105





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

- ❑ SMSM owns a 44% stake in SF Thailand [acquire on June 29, 2018]
- ❑ 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 2022 (U)	1H 2021 (U)		1H 2022 (U)	2021 (A)
Net Sales	172	158	9%	172	303
Gross Profit	51	53	(3%)	51	79
Operating Profit	19	18	3%	19	19
Profit for The Period	16	17	(4%)	16	13
Total Current Assets	215	169	27%	215	195
Total Assets	431	366	18%	431	403
Total Current Liabilities	119	72	67%	119	135
Total Liabilities	219	166	32%	219	207
Total Equity	212	200	6%	212	195



## 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 2022 (U)	1H 2021 (U)		1H 2022 (U)	2021 (U)
Net Sales	87	40	117%	87	96
Gross Profit	19	8	148%	19	24
Operating Profit	12	0.5	2445%	12	10
Profit for The Period	11	1	1046%	11	10
Total Current Assets	119	99	20%	119	122
Total Assets	147	129	15%	147	150
Total Current Liabilities	23	20	15%	23	39
Total Liabilities	42	37	15%	42	55
Total Equity	105	92	15%	105	94

- ❑ 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 2022 (U)	1H 2021 (U)		1H 2022 (U)	2021 (A)
Net Sales	132	80	65%	132	191
Gross Profit	4	4	(7%)	4	11
Operating Profit	2	3	(37%)	2	9
Profit for The Period	1	2	(50%)	1	6
Total Current Assets	140	91	54%	140	120
Total Assets	173	126	37%	173	154
Total Current Liabilities	124	82	51%	124	106
Total Liabilities	125	83	50%	125	106
Total Equity	48	43	12%	48	47

## Achievement 2022

Month	Achievement
March	“Best Delivery Award in 2021” from PT HINO Motors Manufacturing Indonesia.
April	“The Best Vendor Contribution and Performance 2021 (Automobile Parts)” from PT Suzuki Indomobil Sales.
May	“Best Non Financial Sector” and “Top 50 Mid Capitalization Public Listed Company” at the 13 <sup>th</sup> IICD Corporate Governance Conference & Award 2022”.

🔍 Sakura Filter Indonesia

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