



PT SELAMAT SEMPURNA Tbk

MANUFACTURER OF AUTOMOTIVE PARTS
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

Investor Relations

FY 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)

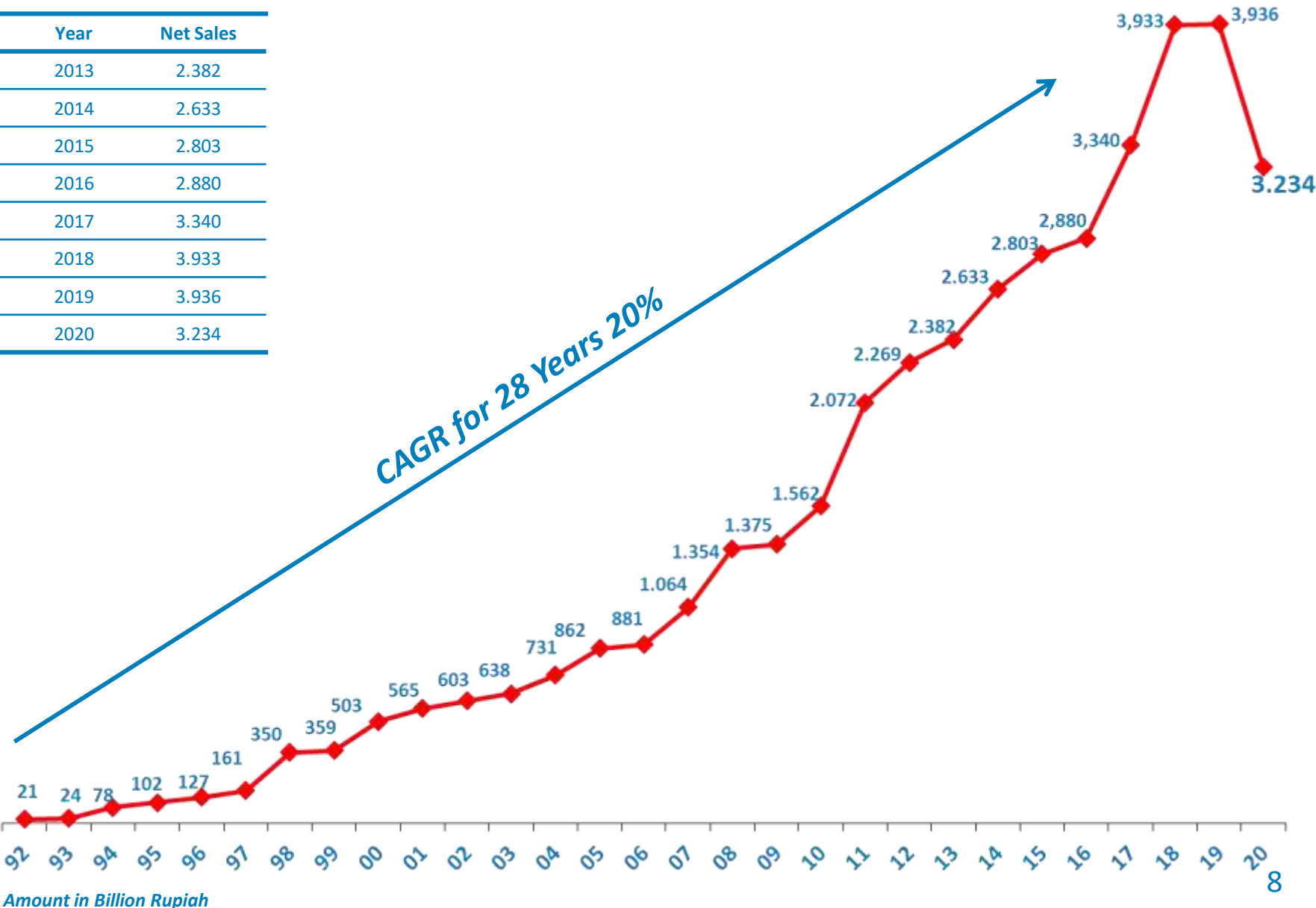
Radiators & Others

- **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)

28 Years of CAGR Sales

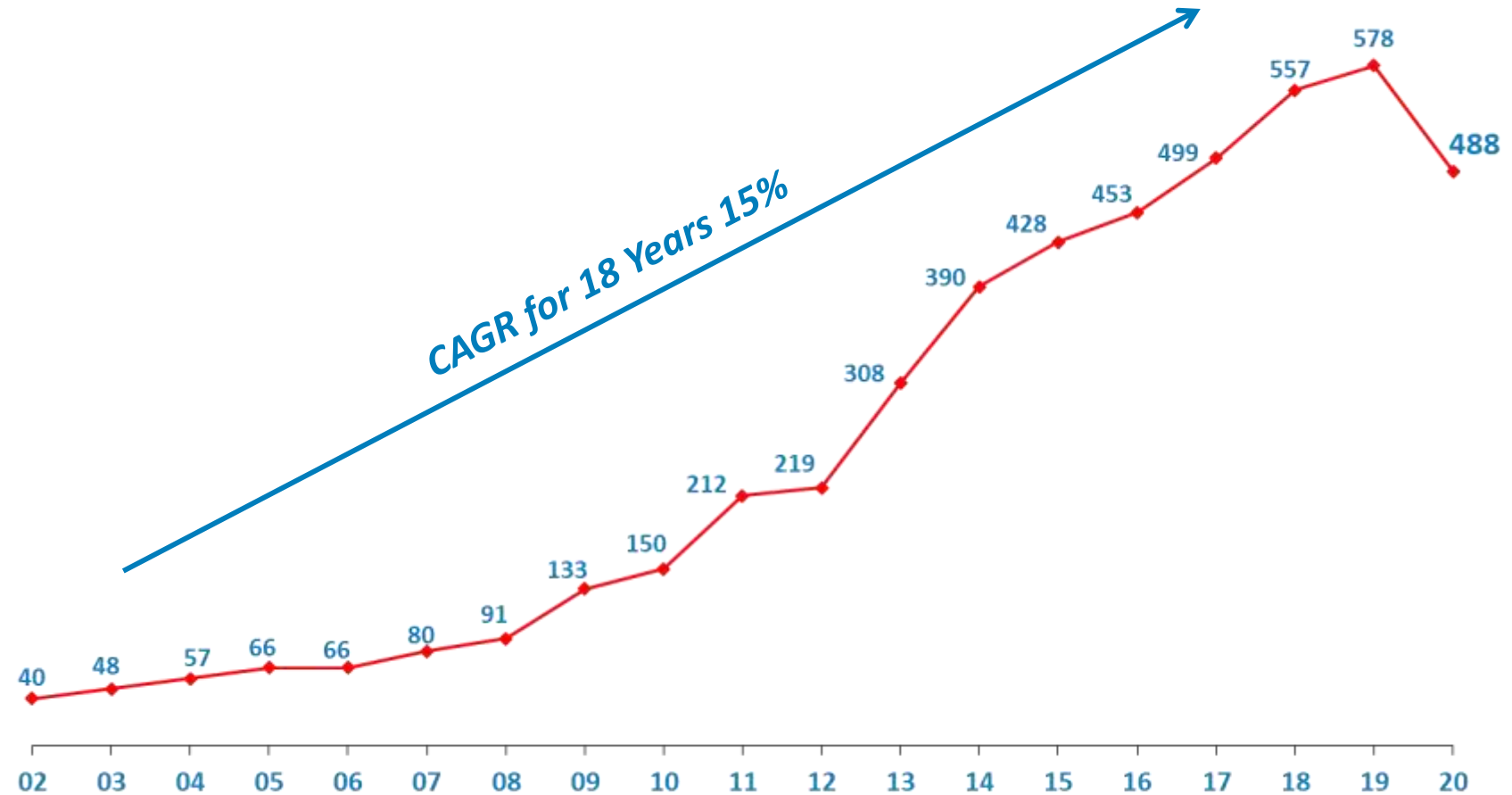
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

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



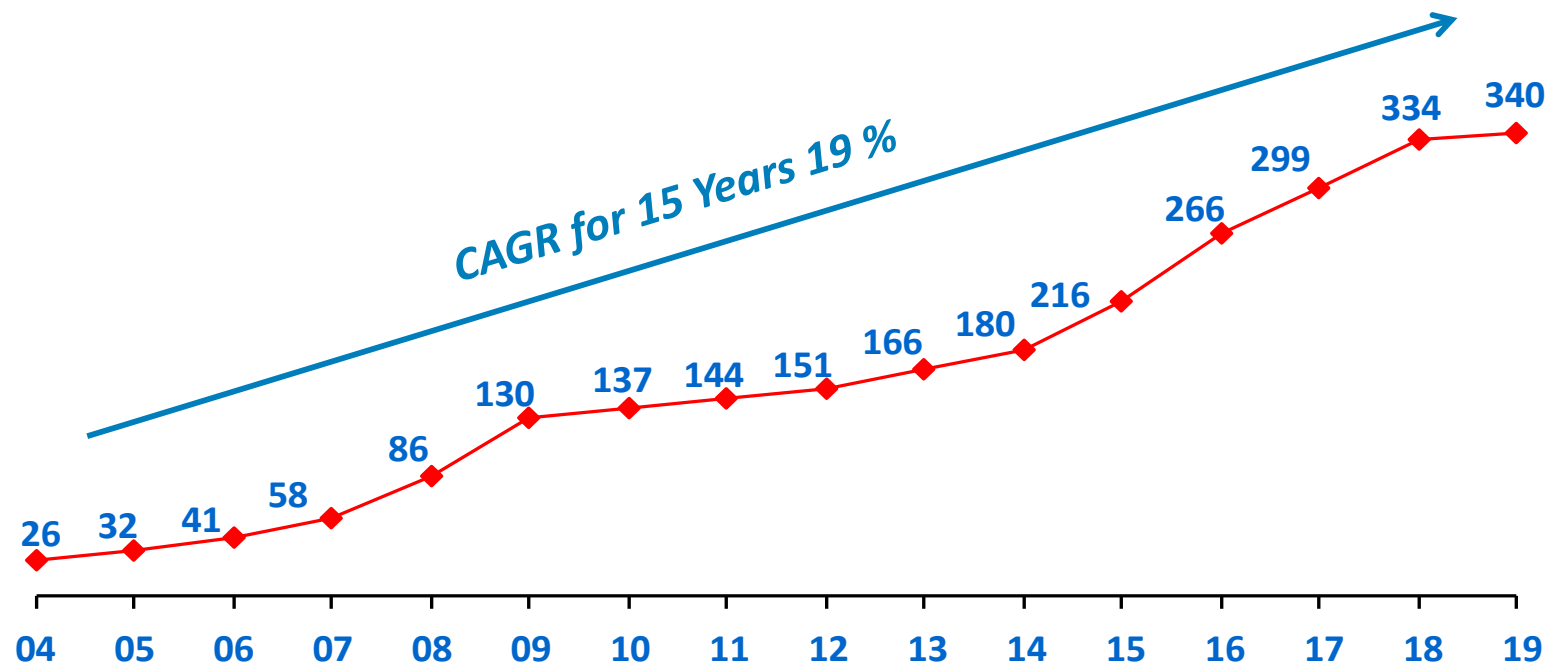
Amount in Billion Rupiah

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

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	230,35 ^{*)}	488	47%

- 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




*) 2nd Interim Dividend For Financial Year 2020 : IDR 86 Bio on September 24, 2020

*) 3rd Interim Dividend For Financial Year 2020 : IDR 115 Bio on December 22, 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 2020

	Position as per 31 December '20		Changes
Net Sales	IDR 3,234 T		18%
Profit for the Year*	IDR 488 B		16%
EPS	IDR 85		16%

* profit for the year attributable to owners of the parent entity

Comparative Financial Highlights

Financial Highlights	2020	2019	Inc / (Decr)	%
Net Sales	3,234	3,936	(702)	(18%)
Gross Profit	1,037	1,192	(154)	(13%)
Operating Profit	693	823	(129)	(16%)
Profit for the year attributable to:				
Owners of the parent entity	488	578	(90)	(16%)
Non-controlling interests	51	61	(10)	(16%)
Current Assets	2,295	2,138	157	7%
Total Assets	3,376	3,107	269	9%
Current Liabilities	398	461	(63)	(14%)
Total Liabilities	727	665	62	9%
Equity attributable to:				
Owners of the Company Entity	2,274	2,089	185	9%
Non-controlling Interests	374	353	21	6%
EPS	85	100	(15)	(16%)

Financial Ratio

Financial Ratio	2020	2019
Net Sales Growth	(18%)	0.1%
Total Asset Growth	9%	11%
Total Equity Growth	8%	14%
Gross Profit Margin	32%	30%
Operating Margin	21%	21%
Profit Margin*	15%	15%
Return on Assets	16%	21%
Return on Equity	20%	26%
Total Debt/Total Assets	22%	21%
Total Debt/Total Equity	27%	27%
Current Ratio	576%	464%

Sales Performance 2020

Market	Sales (IDR)				Increase / (Decrease)	
	2020	%	2019	%	IDR	%
Indonesia	947	29%	1,356	34%	(409)	(31%)
Overseas	2,287	71%	2,580	66%	(293)	(11%)
Total	3,234	100%	3,936	100%	(702)	(18%)

Product	Sales (IDR)				Increase / (Decrease)	
	2020	%	2019	%	IDR	%
Filter	2,430	75%	2,859	73%	(428)	(15%)
Radiator	333	10%	348	9%	(15)	(4%)
Body Maker	82	3%	287	7%	(205)	(71%)
Trading	1,008	31%	987	25%	21	2%
Others	292	9%	393	10%	(102)	(26%)
(Elimination)	(911)	(28%)	(938)	(24%)	27	3%
Total	3,234	100%	3,936	100%	(702)	(18%)

Sales by Geographical

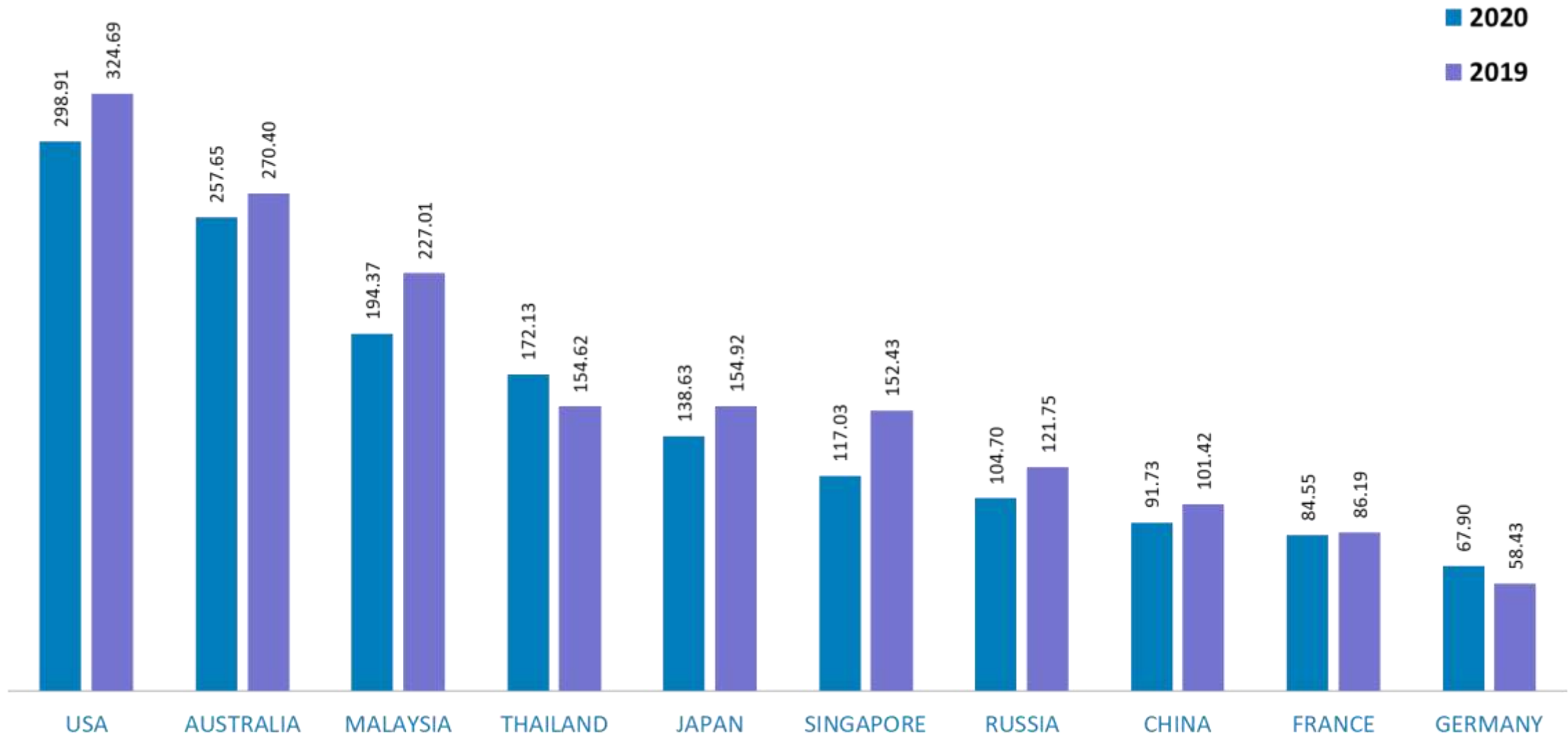
Geographical	2020		2019		Inc / (Dec)
	IDR	%	IDR	%	
Indonesia	947	29%	1,356	34%	(30%)
Overseas					
Asia	1,003	31%	1,147	29%	(13%)
America	489	15%	593	15%	(18%)
Europe	439	14%	447	11%	(2%)
Australia	295	9%	322	8%	(8%)
Africa	60	2%	70	2%	(15%)
Total	3,234	100%	3,936	100%	(18%)

Slightly Improvement in 2nd Half

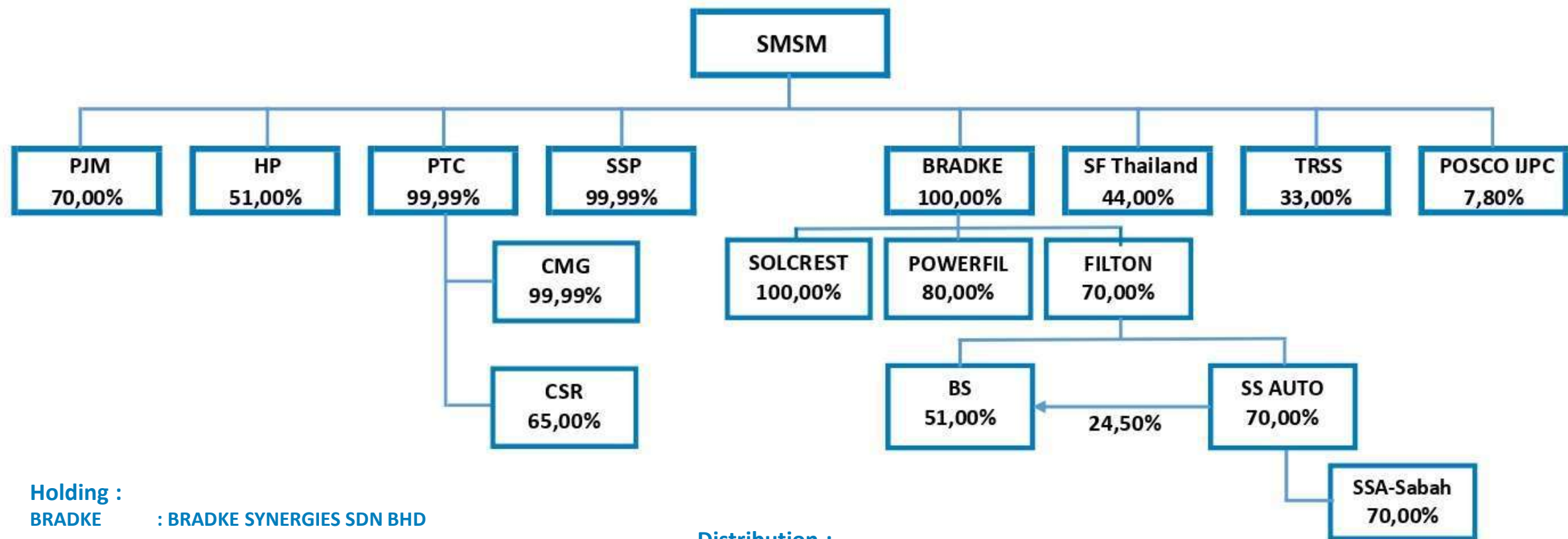
	FY 2020 (in Bio IDR)			
	Net Sales	Δ of Net Sales compare to previous Q	Profit for the Period*	Δ Profit for the Period* compare to previous Q
As of 31 March	803		115	
As of 30 June	1,464	661	203	88
As of 30 September	2,303	839	353	150
As of 31 December	3,234	931	488	135

	FY 2020 (in Bio IDR)			
	Overseas Sales	Δ of Overseas Sales compare to previous Q	Indonesian Sales	Δ Indonesian Sales compare to previous Q
As of 31 March	510		293	
As of 30 June	994	484	470	177
As of 30 September	1,619	624	684	215
As of 31 December	2,287	668	947	263

Top 10 Countries (sort by sales 2020 – 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
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

PT Panata Jaya Mandiri – PJM (Subsidiary Company)

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

Financial Highlights	2020 (A)	2019 (A)	Inc/ (Decr) %
Net Sales	757	888	(15%)
Gross Profit	198	209	(6%)
Operating Profit	158	156	1%
Profit for the year	122	116	5%
Current Assets	481	420	15%
Total Assets	612	540	13%
Current Liabilities	90	78	16%
Total Liabilities	152	112	36%
Total Equity	460	428	7%

A= Audited **Amount in Billion Rupiah**



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	2020 (A)	2019 (A)	Inc/ (Decr) %
Net Sales	120	335	(64%)
Gross Profit	5	51	(89%)
Operating Profit	(4)	36	(110%)
Profit for the year	(3)	27	(112%)
Current Assets	146	168	(13%)
Total Assets	235	250	(6%)
Current Liabilities	10	28	(66%)
Total Liabilities	34	46	(27%)
Total Equity	201	204	(1%)

A= Audited **Amount in Billion Rupiah**



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	2020 (A)	2019 (A)	Inc/ (Decr) %
Net Sales	496	519	(4%)
Gross Profit	102	117	(13%)
Operating Profit	57	73	(22%)
Profit for the year	43	56	(24%)
Current Assets	291	284	2%
Total Assets	330	302	9%
Current Liabilities	73	100	(27%)
Total Liabilities	102	108	(6%)
Total Equity	228	194	18%

A= Audited Amount in Billion Rupiah



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	2020 (A)	2019 (A)	Inc/ (Decr) %
Net Sales	176	209	(16%)
Gross Profit	28	36	(21%)
Operating Profit	20	28	(27%)
Profit for the year	16	21	(25%)
Current Assets	83	80	3%
Total Assets	124	108	15%
Current Liabilities	27	21	31%
Total Liabilities	46	30	51%
Total Equity	78	78	0,4%

A= Audited **Amount in Billion Rupiah**

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	2020 (A)	2019 (A)	Inc/ (Decr) %
Net Sales	130	148	(12%)
Gross Profit	44	55	(20%)
Operating Profit	13	20	(37%)
Profit for the year	9	13	(34%)
Current Assets	76	72	6%
Total Assets	136	133	2%
Current Liabilities	25	25	(1%)
Total Liabilities	35	36	(2%)
Total Equity	100	97	4%

A= Audited Amount in Million Ringgit Malaysia



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	2020 (A)	2019 (A)	Inc/ (Decr) %
Net Sales	272	264	3%
Gross Profit	84	77	8%
Operating Profit	26	24	9%
Profit for the year	20	17	16%
Current Assets	179	148	20%
Total Assets	281	246	14%
Current Liabilities	61	76	(20%)
Total Liabilities	98	93	5%
Total Equity	183	153	20%

A = Audited **Amount in Million Baht Thailand**

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	2020 (A)	2019 (A)	Inc/ (Decr) %
Net Sales	99	122	(19%)
Gross Profit	3	5	(33%)
Operating Profit	1	3	(71%)
Profit for the year	(1)	2	(171%)
Current Assets	69	52	33%
Total Assets	98	64	52%
Current Liabilities	56	46	21%
Total Liabilities	57	47	20%
Total Equity	41	17	144%

A = Audited **Amount in Million USD**



PT Tokyo Radiator Selamat Sempurna (Associate Company)

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

Financial Highlights	2020 (U)	2019 (U)	Inc/ (Decr) %
Net Sales	63	84	(25%)
Gross Profit	20	23	(10%)
Operating Profit	11	11	(3%)
Profit for the year	9	11	(19%)
Current Assets	89	82	8%
Total Assets	122	100	21%
Current Liabilities	13	11	19%
Total Liabilities	31	13	145%
Total Equity	91	88	4%

U = Unaudited Amount in Billion Rupiah



Q Sakura Filter Indonesia

tokopedia
official store

Shopee Mall

blibli.com
Official Store

bukamall



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