



PT SELAMAT SEMPURNA Tbk

MANUFACTURER OF AUTOMOTIVE PARTS
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

Investor Relations

3M 2021 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)

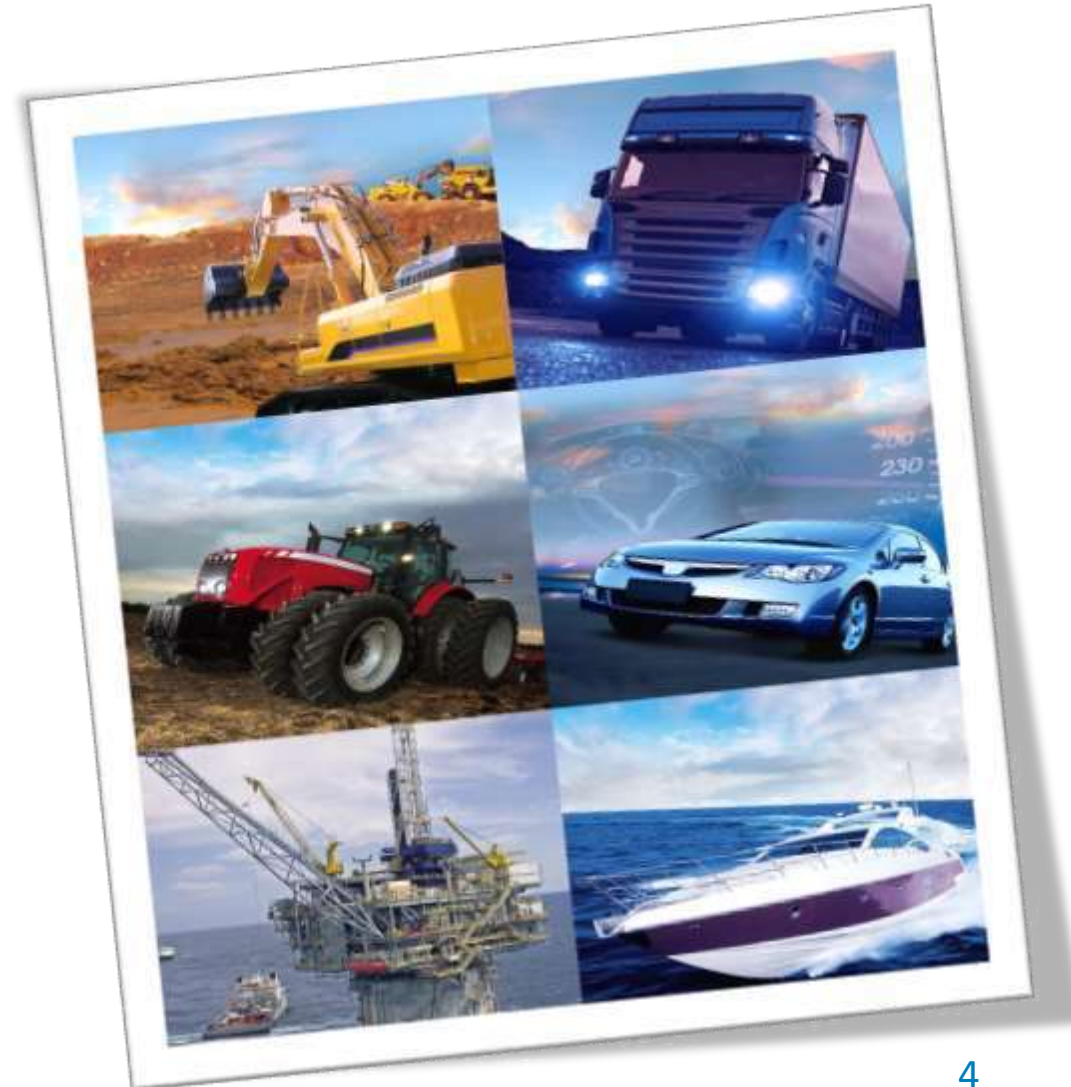


▪ Filters : 96 millions pieces per year

▪ 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



DUMP HOIST



COOLANT



BRAKE PARTS

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)

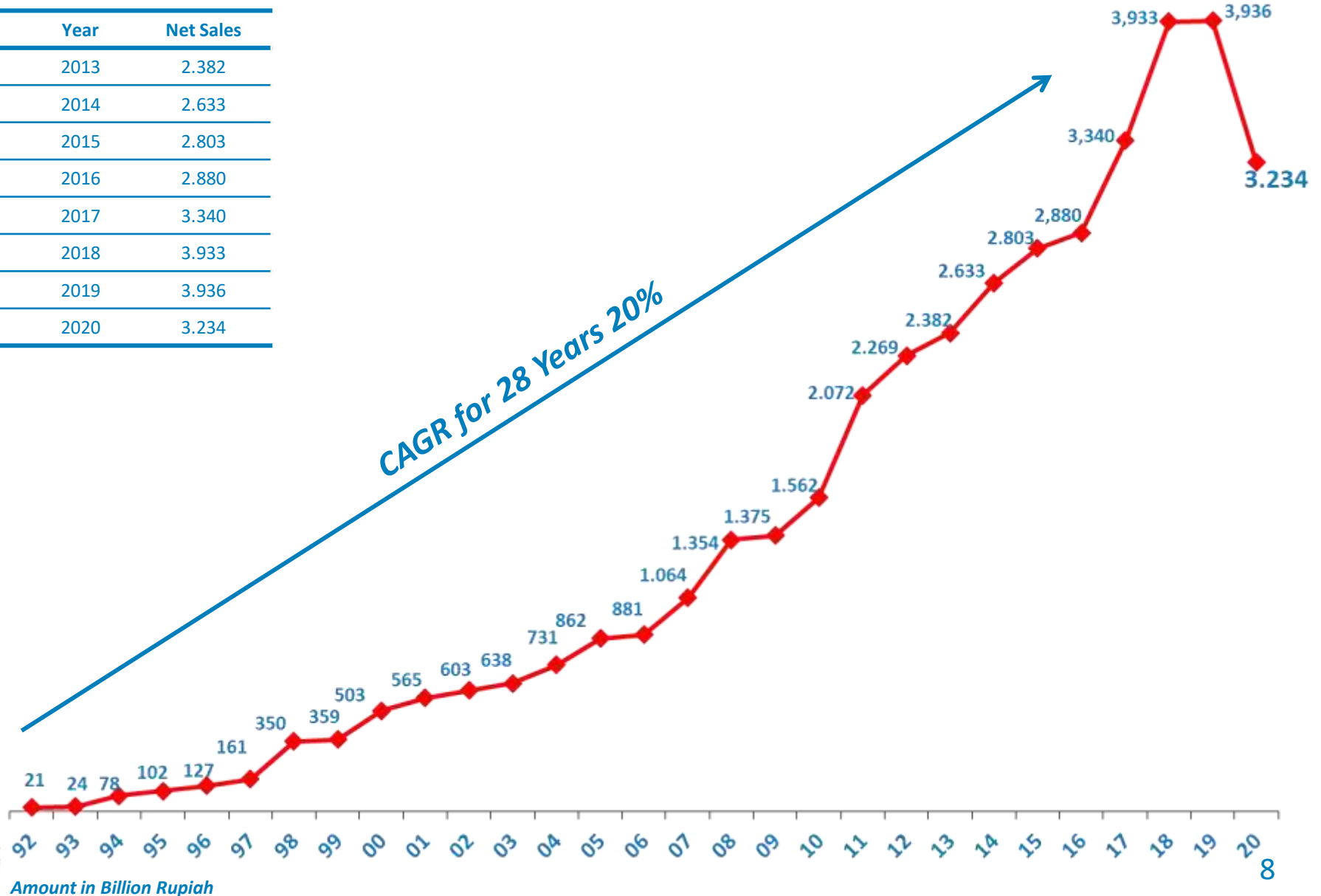
Radiators & Others

- **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

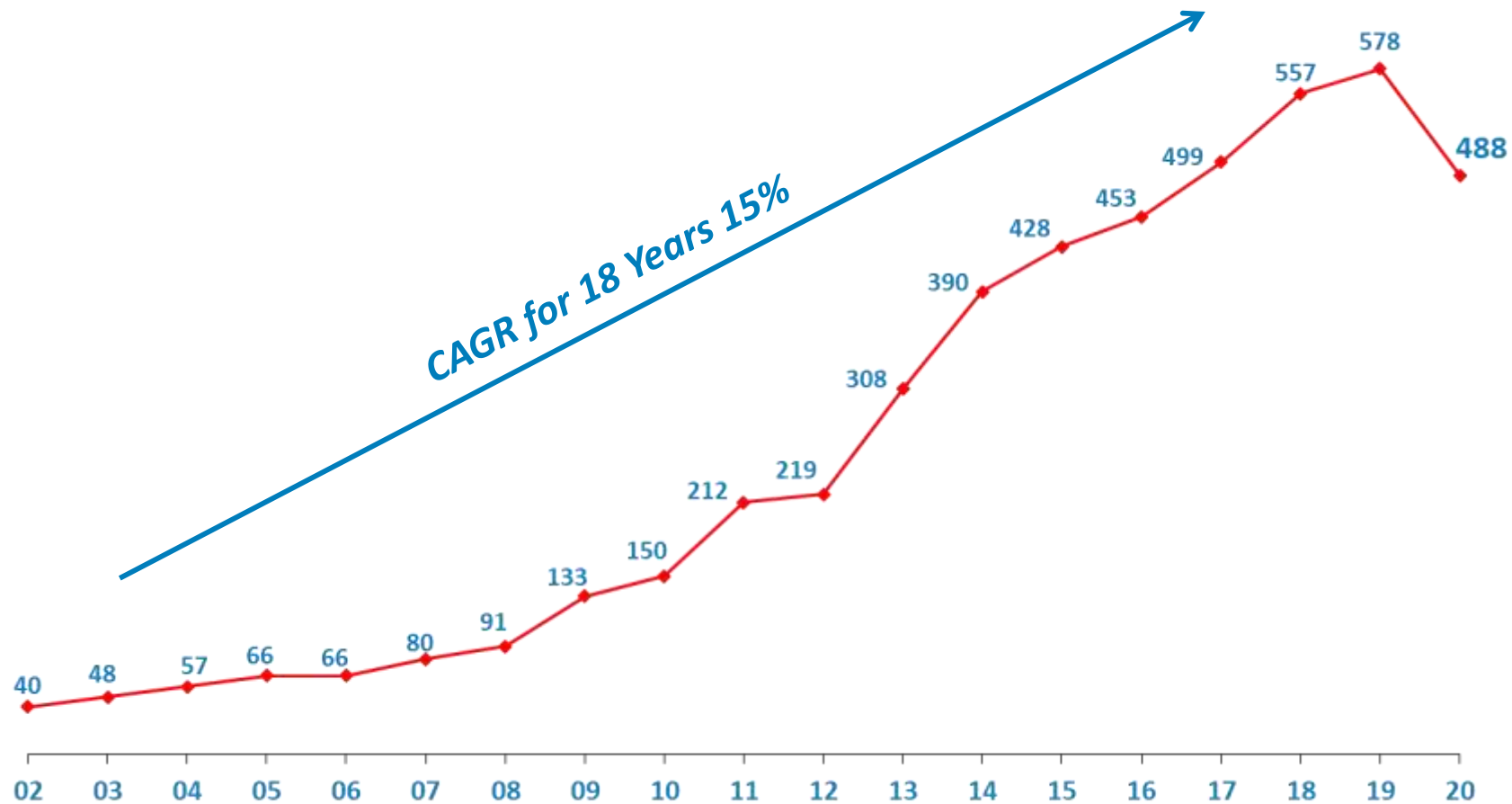
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

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.

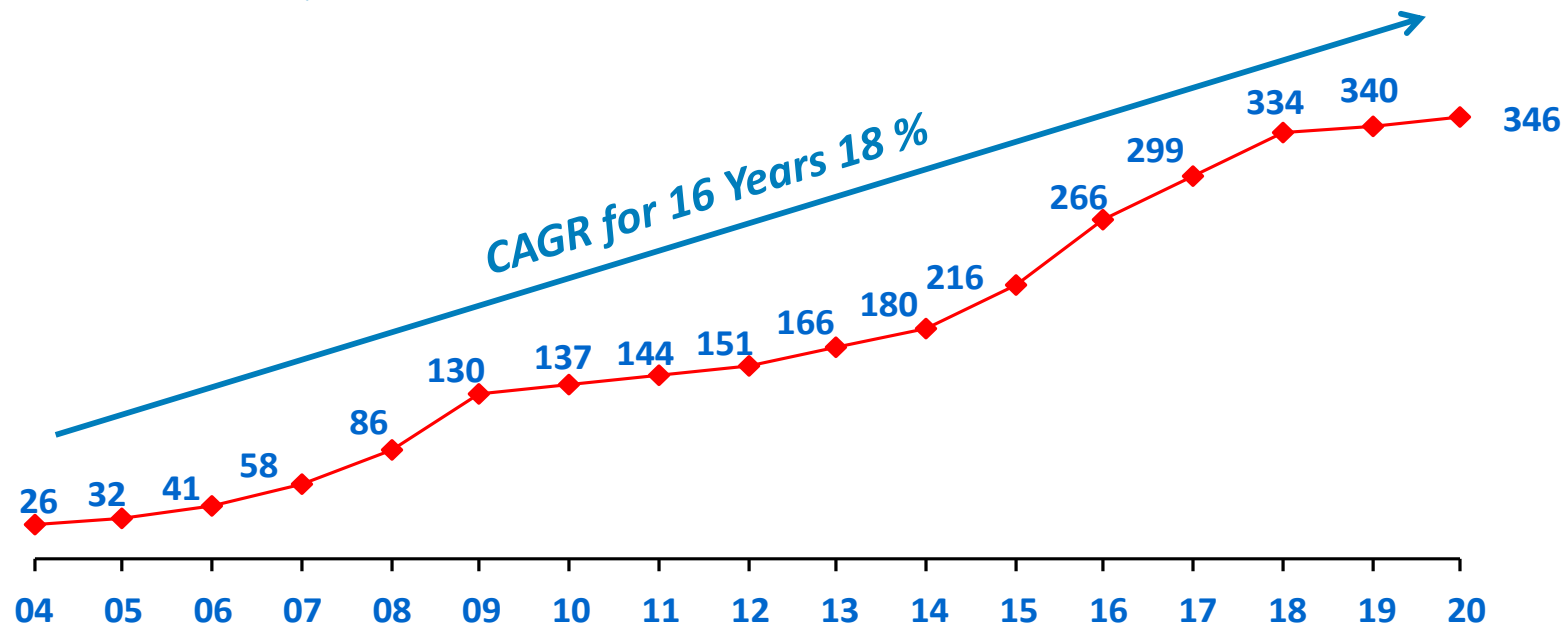
16 Years Consecutive Dividend Payment Growth

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	57,58 ^{**)}	160	36%

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 16 years



Dividend Distribution within year 2020 :

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

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

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




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

*) Final dividend For 2020 Financial Year : IDR 115 Bio on July 15, 2021

Dividend Distribution within year 2021 :

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

Summary Performance 3M 2021

	Position as per 31 March '21		Changes
Net Sales	IDR 971 B		21%
Profit for the Period*	IDR 160 B		39%
EPS	IDR 28		39%

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	Compare Q to Q			Compare Q to Y	
	3M 2021	3M 2020	3M 2019*	3M 2021	2020
Net Sales	971	803	891	971	3,234
Gross Profit	315	244	266	315	1,037
Operating Profit	230	179	179	230	693
Profit for the period attributable to:					
Owners of the parent entity	160	115	125	160	488
Non-controlling Interests	20	18	12	20	51
Current Assets	2,681	2,381	2,138	2,681	2,295
Total Assets	3,760	3,500	3,107	3,760	3,376
Current Liabilities	606	597	461	606	398
Total Liabilities	921	898	665	921	727
Equity attributable to:					
Owners of the Company Entity	2,449	2,223	2,089	2,449	2,274
Non-controlling Interests	390	380	353	390	374
EPS	28	20	22	28	85

Financial Ratio

Financial Ratio	Compare Q to Q			Compare Q to Y	
	3M 2021	3M 2020	3M 2019	3M 2021	2020
Net Sales Growth	21%				
Total Asset Growth	7%			11%	
Total Equity Growth	9%			7%	
Gross Profit Margin	32%	30%	30%	32%	32%
Operating Margin	24%	22%	20%	24%	21%
Profit Margin*	16%	14%	14%	16%	15%
Return on Assets	5%	4%	5%	5%	16%
Return on Equity	6%	5%	6%	6%	20%
Total Debt/Total Assets	24%	26%	23%	24%	22%
Total Debt/Total Equity	32%	34%	30%	32%	27%
Current Ratio	443%	399%	405%	443%	576%

Sales Performance 3M 2021

Market	Sales (IDR)				Increase /(Decrease)	
	3M 2021	%	3M 2020	%	IDR	%
Indonesia	317	33%	293	36%	24	8%
Overseas	654	67%	510	64%	144	28%
Total	971	100%	803	100%	168	21%

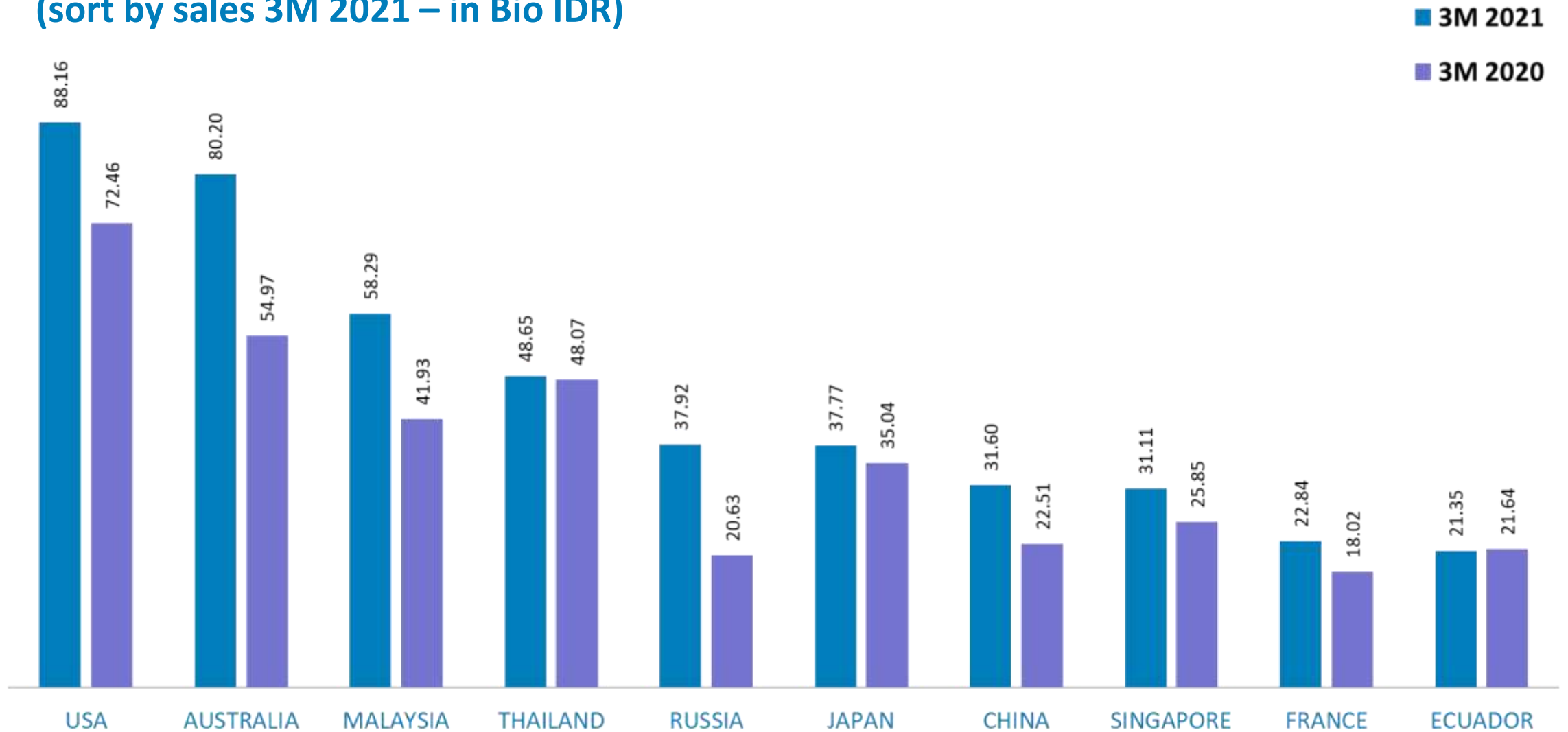
Product	Sales (IDR)				Increase /(Decrease)	
	3M 2021	%	3M 2020	%	IDR	%
Filter	707	73%	579	72%	128	22%
Radiator	109	11%	81	10%	28	34%
Body Maker	47	5%	36	5%	11	30%
Trading	298	31%	245	31%	53	21%
Others	93	10%	92	11%	1	1%
(Elimination)	(282)	(29%)	(230)	(29%)	52	22%
Total	971	100%	803	100%	168	21%

Sales by Geographical

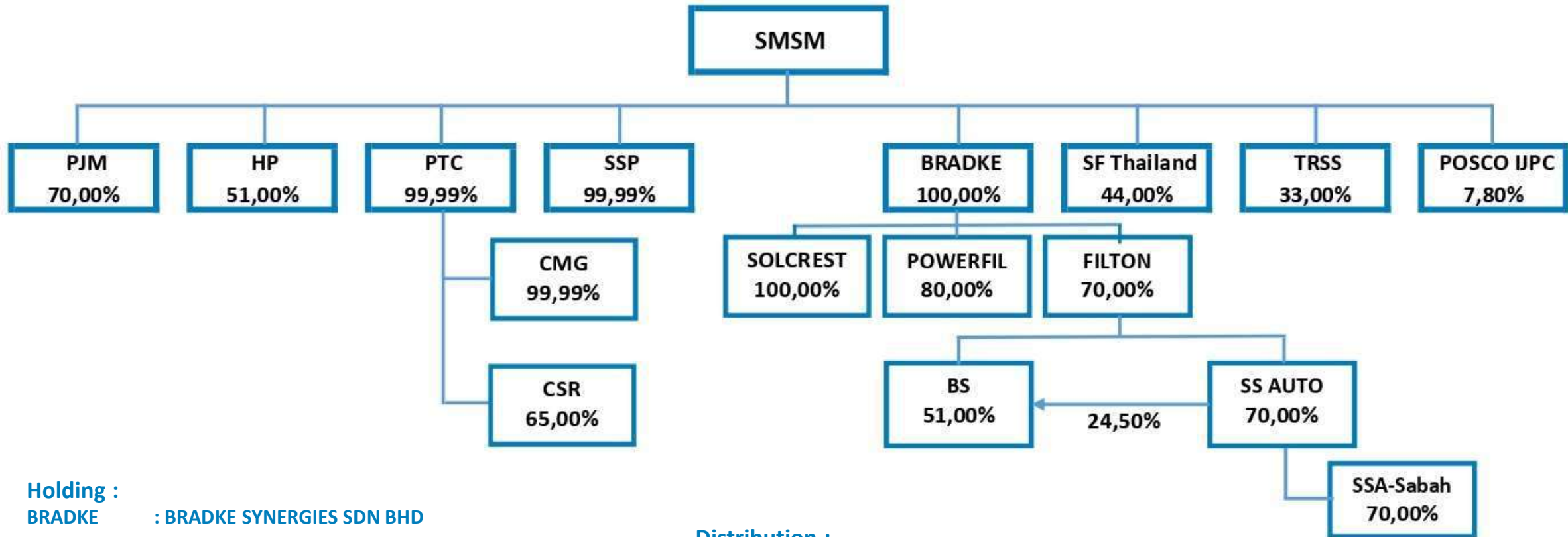
Geographical	3M 2021		3M 2020		Inc / (Dec)
	IDR	%	IDR	%	
Indonesia	317	33%	293	36%	8%
Overseas					
Asia	274	28%	224	28%	22%
America	146	15%	123	15%	19%
Europe	127	13%	87	11%	45%
Australia	91	9%	64	8%	42%
Africa	17	2%	12	2%	34%
Total	971	100%	803	100%	21%

Top 10 Export Destinations by Countries

(sort by sales 3M 2021 – 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	3M 2021 (U)	3M 2020 (U)	Inc/ (Decr) %
Net Sales	222	192	16%
Gross Profit	47	53	(13%)
Operating Profit	43	65	(35%)
Profit for the period	33	50	(33%)
Current Assets	551	488	13%
Total Assets	680	625	9%
Current Liabilities	125	97	28%
Total Liabilities	186	147	26%
Total Equity	494	478	3%

U = Unaudited *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	3M 2021 (U)	3M 2020 (U)	Inc/ (Decr) %
Net Sales	56	45	26%
Gross Profit	8	2	319%
Operating Profit	6	(1)	610%
Profit for the period	5	(3)	257%
Current Assets	170	156	9%
Total Assets	255	242	6%
Current Liabilities	27	19	41%
Total Liabilities	49	42	18%
Total Equity	206	200	3%

U = Unaudited 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	3M 2021 (U)	3M 2020 (U)	Inc/ (Decr) %
Net Sales	147	127	16%
Gross Profit	33	28	20%
Operating Profit	17	17	1%
Profit for the period	13	12	6%
Current Assets	328	275	19%
Total Assets	366	310	18%
Current Liabilities	97	80	21%
Total Liabilities	125	104	20%
Total Equity	241	206	17%

U = Unaudited Amount in Billion Rupiah



PT Selamat Sempana 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	3M 2021 (U)	3M 2020 (U)	Inc/ (Decr) %
Net Sales	57	48	19%
Gross Profit	9	9	6%
Operating Profit	7	6	15%
Profit for the period	6	5	18%
Current Assets	92	90	2%
Total Assets	131	125	4%
Current Liabilities	29	27	10%
Total Liabilities	47	43	10%
Total Equity	84	82	1%

U = Unaudited *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	3M 2021 (U)	3M 2020 (U)	Inc/ (Decr) %
Net Sales	38	30	24%
Gross Profit	14	11	23%
Operating Profit	5	3	89%
Profit for the period	4	2	105%
Current Assets	92	75	22%
Total Assets	151	135	12%
Current Liabilities	36	28	26%
Total Liabilities	46	39	19%
Total Equity	105	96	10%

U = Unaudited *Amount in Million Ringgit Malaysia*



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

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

Financial Highlights	3M 2021 (U)	3M 2020 (U)	Inc/ (Decr) %
Net Sales	81	74	9%
Gross Profit	28	28	1%
Operating Profit	9	13	(29%)
Profit for the period	9	13	(30%)
Current Assets	203	163	25%
Total Assets	299	260	15%
Current Liabilities	97	81	20%
Total Liabilities	107	94	14%
Total Equity	192	166	16%

U = Unaudited 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	3M 2021 (U)	3M 2020 (U)	Inc/ (Decr) %
Net Sales	39	33	17%
Gross Profit	2.7	1.0	166%
Operating Profit	2.3	0.6	252%
Profit for the period	1.3	(1.3)	205%
Current Assets	77	59	31%
Total Assets	111	71	56%
Current Liabilities	67	54	24%
Total Liabilities	68	55	23%
Total Equity	43	16	172%

U = Unaudited 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	3M 2021 (U)	3M 2020 (U)	Inc/ (Decr) %
Net Sales	20	27	(25%)
Gross Profit	4	11	(67%)
Operating Profit	(0.4)	8	(105%)
Profit for the period	(0.1)	5	(102%)
Current Assets	98	99	(1%)
Total Assets	128	127	0.3%
Current Liabilities	20	17	19%
Total Liabilities	37	34	8%
Total Equity	91	93	(3%)

U = Unaudited *Amount in Billion Rupiah*



🔍 Sakura Filter Indonesia

tokopedia
official store

Shopee Mall

blibli.com
Official Store

bukamall



Thank You

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