



PT SELAMAT SEMPURNA Tbk

MANUFACTURER OF AUTOMOTIVE PARTS
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

Investor Relations

3M 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

- 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)

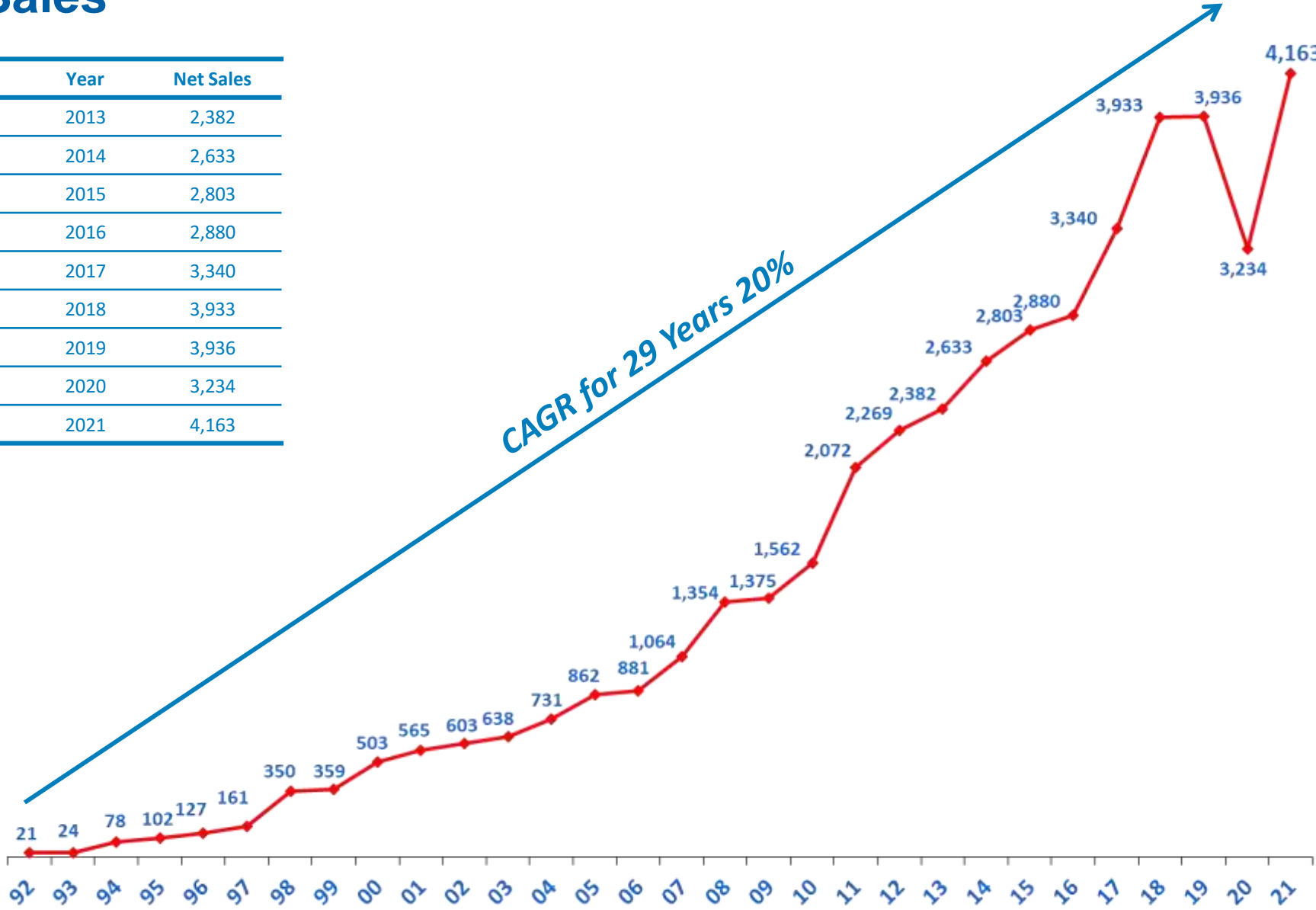
Radiators & Others

- **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)

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

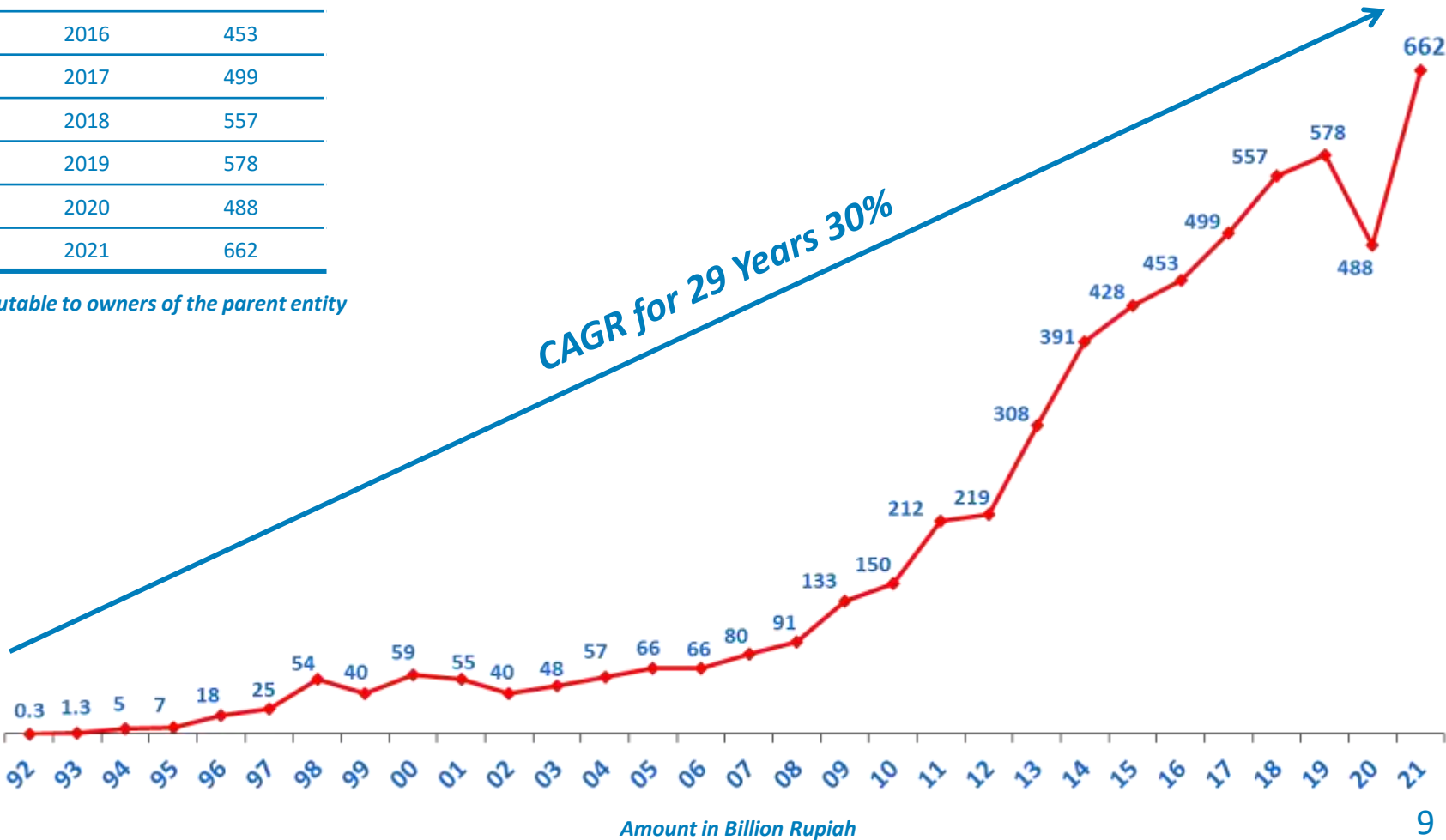


29 Years of CAGR Net Income

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



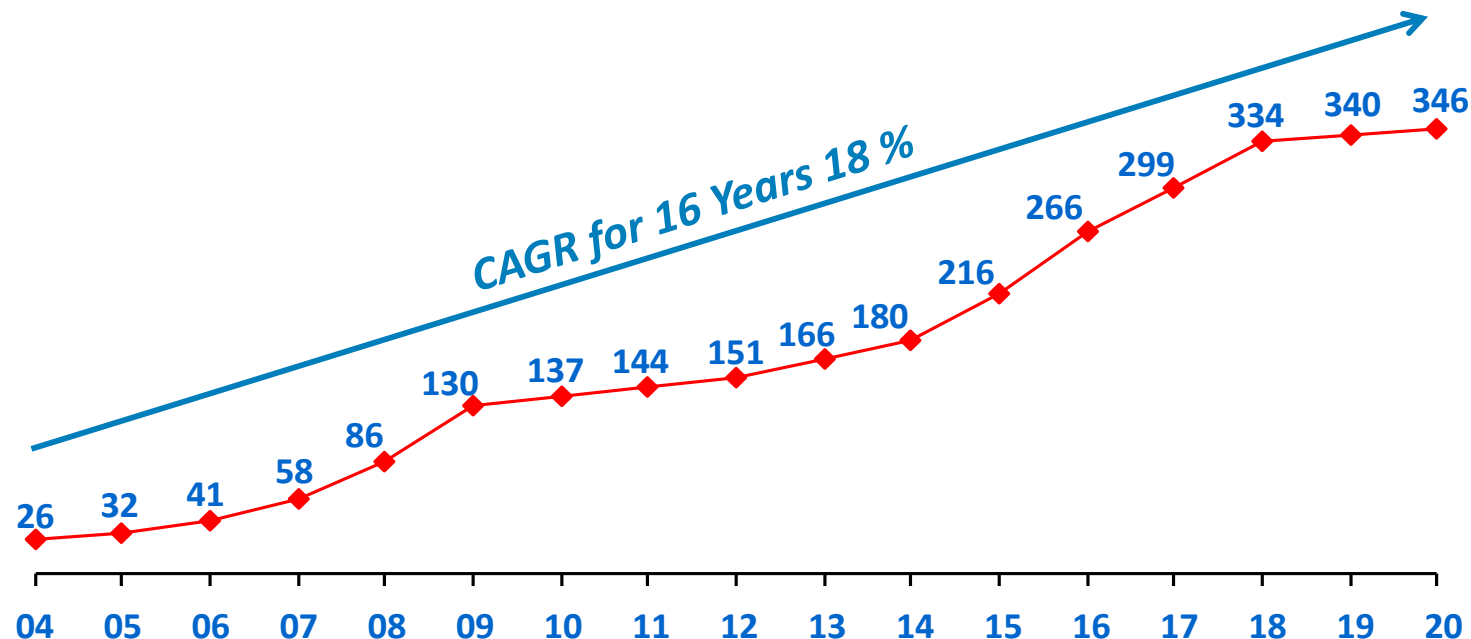
16 Years Consecutive Dividend Payment Growth

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	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%
	2021	287,93 ^{*)}	662	43%
	2022	86,38 ^{**)}	188	46%

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 2021 :

Final Dividend For 2020 Financial Year : IDR 115 Bio on July 15, 2021

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




*) 2nd Interim Dividend For 2021 Financial Year : IDR 115 Bio on August 25, 2021

*) 3rd Interim Dividend For 2021 Financial Year : IDR 115 Bio on November 23, 2021

Dividend Distribution within year 2022 :

**) 1st Interim Dividend For 2022 Financial Year : IDR 86 Bio on May 31, 2022

Summary Performance 2021

	Position as of March 31, 2022		Changes
Net Sales	IDR 1,18 T		21%
Profit for the Period*	IDR 188 B		17%
EPS	IDR 33		17%

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	3 Months Ended		Increase / (Decrease)	%	Compare Q to Y	
	3M 2022	3M 2021			3M 2022	2021
Net Sales	1,180	971	209	21%	1,180	4,163
Gross Profit	356	315	41	13%	356	1,337
Operating Profit	262	230	32	14%	262	931
Profit for the period attributable to:						
Owners of the parent entity	188	160	28	17%	188	662
Non-controlling Interests	22	20	2	11%	22	66
Current Assets	2,998	2,681	317	12%	2,998	2,795
Total Assets	4,099	3,760	339	9%	4,099	3,869
Current Liabilities	686	606	80	13%	686	669
Total Liabilities	979	921	58	6%	979	957
Equity attributable to:						
Owners of the Company Entity	2,711	2,449	262	11%	2,711	2,521
Non-controlling Interests	410	390	19	5%	410	391
EPS	33	28	5	17%	33	115

Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	3M 2022	3M 2021	3M 2022	2021
Net Sales Growth	21%			
Total Asset Growth	9%		6%	
Total Equity Growth	10%		7%	
Gross Profit Margin	30%	32%	30%	32%
Operating Margin	22%	24%	22%	22%
Profit Margin*	16%	16%	16%	16%
Return on Assets	5%	5%	5%	19%
Return on Equity *	6%	6%	6%	23%
Total Debt/Total Assets	24%	24%	24%	25%
Total Debt/Total Equity	31%	32%	31%	33%
Current Ratio	437%	443%	437%	418%

Sales Performance 3M 2022 (3 Months Ended)

Market	Sales (IDR)				Increase / (Decrease)	
	3M 2022	%	3M 2021	%	IDR	%
Indonesia	444	38%	317	33%	127	40%
Overseas	736	62%	654	67%	82	13%
Total	1,180	100%	971	100%	209	21%

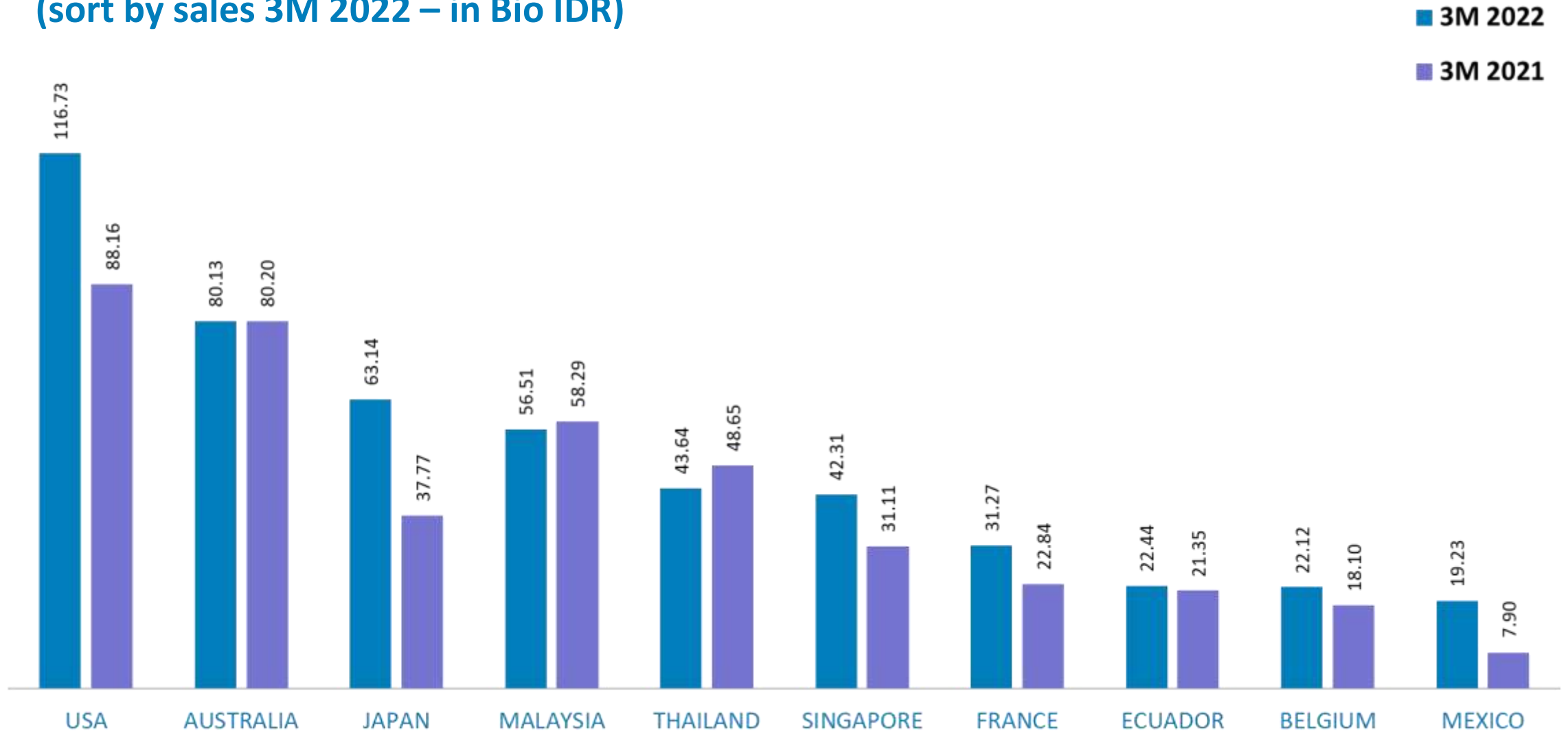
Product	Sales (IDR)				Increase / (Decrease)	
	3M 2022	%	3M 2021	%	IDR	%
Filter	815	69%	707	73%	108	15%
Radiator	127	11%	109	11%	18	17%
Body Maker	80	7%	47	5%	33	70%
Trading	332	28%	298	31%	34	12%
Others	113	9%	92	9%	21	22%
(Elimination)	(287)	(24%)	(282)	(29%)	5	2%
Total	1,180	100%	971	100%	209	21%

Sales by Geographical

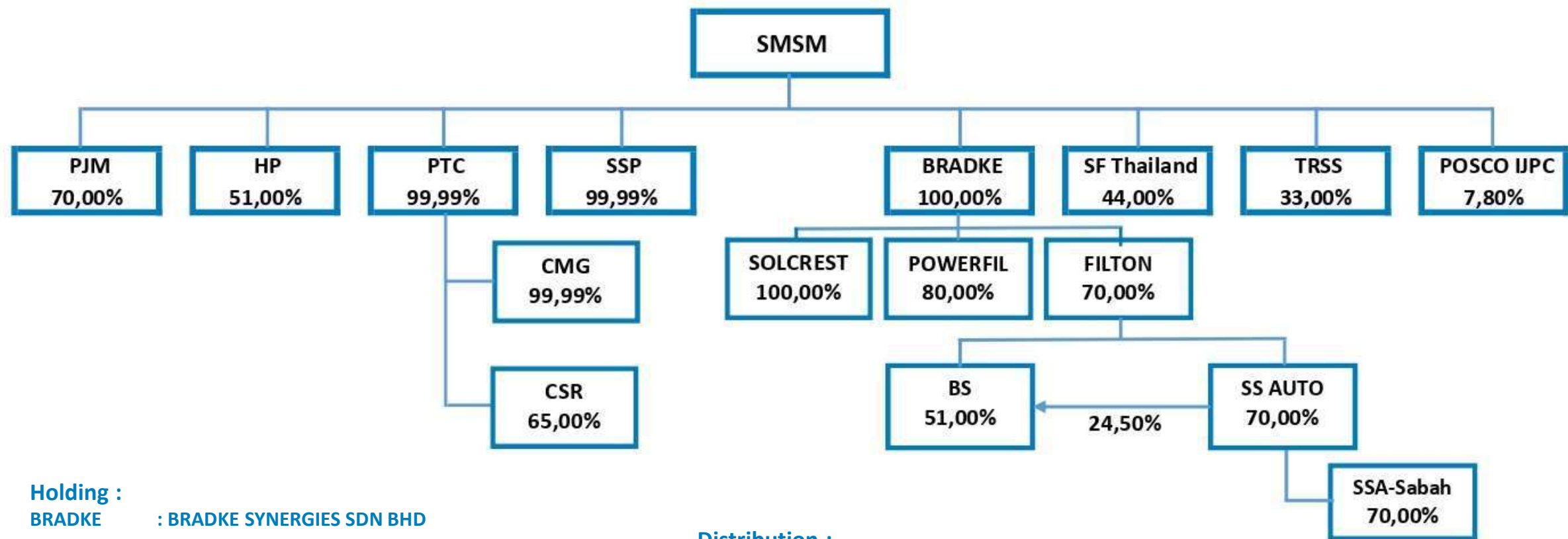
Geographical	3M 2022		3M 2021		Inc / (Dec)
	IDR	%	IDR	%	
Indonesia	444	38%	317	33%	40%
Overseas					
Asia	306	26%	274	28%	12%
America	203	17%	146	15%	39%
Europe	116	10%	127	13%	(8%)
Australia	88	7%	91	9%	(3%)
Africa	24	2%	17	2%	41%
Total	1,180	100%	971	100%	21%

Top 10 Export Destinations by Countries

(sort by sales 3M 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
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

PJM PT Panata Jaya Mandiri – PJM (Subsidiary Company)

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

Financial Highlights	3M 2022 (U)	3M 2021 (U)	Increase/(Decrease) %
Net Sales	291	222	31%
Gross Profit	58	47	25%
Operating Profit	48	43	13%
Profit for the period	38	33	13%
Current Assets	600	551	9%
Total Assets	718	680	6%
Current Liabilities	139	125	11%
Total Liabilities	186	186	0.3%
Total Equity	532	494	8%

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 2022 (U)	3M 2021 (U)	Increase/(Decrease) %
Net Sales	91	56	61%
Gross Profit	17	8	102%
Operating Profit	14	6	126%
Profit for the period	10	5	95%
Current Assets	221	170	30%
Total Assets	302	255	18%
Current Liabilities	60	27	124%
Total Liabilities	81	49	64%
Total Equity	221	206	7%

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 2022 (U)	3M 2021 (U)	Increase/(Decrease) %
Net Sales	186	147	26%
Gross Profit	49	33	48%
Operating Profit	37	17	122%
Profit for the period *	29	13	125%
Current Assets	445	328	36%
Total Assets	481	366	32%
Current Liabilities	144	97	49%
Total Liabilities	171	125	37%
Total Equity	310	241	29%

U = Unaudited

Amount in Billion Rupiah

**) attributable to owners of the parent entity*



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	3M 2022 (U)	3M 2021 (U)	Increase/(Decrease) %
Net Sales	57	57	1%
Gross Profit	7	9	(23%)
Operating Profit	6	7	(22%)
Profit for the period	4	6	(23%)
Current Assets	89	92	(3%)
Total Assets	138	131	6%
Current Liabilities	34	29	14%
Total Liabilities	49	47	5%
Total Equity	89	84	7%

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 2022 (U)	3M 2021 (U)	Increase/(Decrease) %
Net Sales	39	38	3%
Gross Profit	14	14	(3%)
Operating Profit	4	5	(19%)
Profit for the period	3	4	(16%)
Current Assets	97	92	6%
Total Assets	153	151	1%
Current Liabilities	38	36	6%
Total Liabilities	48	46	3%
Total Equity	106	105	0.4%

U = Unaudited

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	3M 2022 (U)	3M 2021 (U)	Increase/(Decrease) %
Net Sales	83	81	3%
Gross Profit	25	28	(10%)
Operating Profit	10	9	5%
Profit for the period	9	9	(4%)
Current Assets	196	203	(4%)
Total Assets	401	299	34%
Current Liabilities	102	97	5%
Total Liabilities	197	107	83%
Total Equity	204	192	6%

U = Unaudited

Amount in Million Baht Thailand



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 2022 (U)	3M 2021 (U)	Increase/(Decrease) %
Net Sales	53	20	169%
Gross Profit	13	4	243%
Operating Profit	8	(0.4)	2,060%
Profit for the period	7	(0.2)	4,639%
Current Assets	123	98	25%
Total Assets	152	128	19%
Current Liabilities	30	20	51%
Total Liabilities	50	37	34%
Total Equity	102	91	12%

U = Unaudited Amount in Billion Rupiah

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 2022 (U)	3M 2021 (U)	Increase/(Decrease) %
Net Sales	68	39	77%
Gross Profit	2	3	(45%)
Operating Profit	1	2	(63%)
Profit for the period	1	1	(60%)
Current Assets	125	77	62%
Total Assets	159	111	44%
Current Liabilities	111	67	64%
Total Liabilities	111	68	63%
Total Equity	48	43	13%

U = Unaudited Amount in Million USD

Achievement 2022

Month	Achievement
April	“The Best Vendor Contribution and Performance 2021 (Automobile Parts)” from PT Suzuki Indomobil Sales.

🔍 Sakura Filter Indonesia

tokopedia
official store

Shopee Mall

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Official Store

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