

## Investor Relations

### 3M 2023 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)



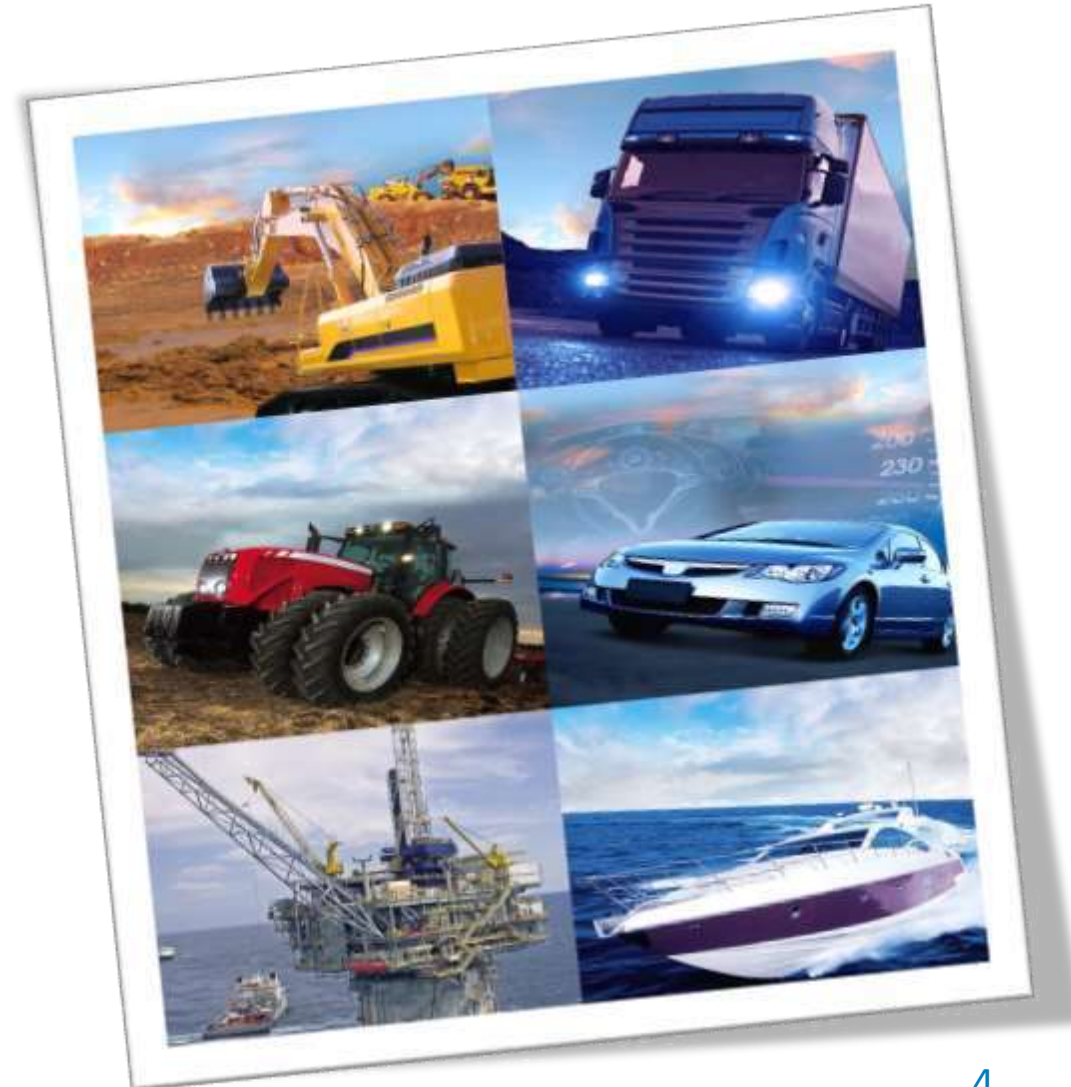
■ Filters : 96 millions pieces per year

■ 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

- ANTONIO CARRARO
- ATLAS COPCO
- BOMAG
- CARRIER
- CLARK
- CNHI
- DAIHATSU
- GEHL
- HINO
- HITACHI
- HUPPENKOTHEN
- HYSTER
- HYUNDAI
- ISEKI
- ISUZU
- KATO
- KOHLER
- KUBOTA
- LIEBHERR
- MANITOU
- MATHIEU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SCHAFER
- SDE
- SUMITOMO
- SUNWARD
- SUZUKI
- TAKEUCHI
- TOYOTA
- 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)

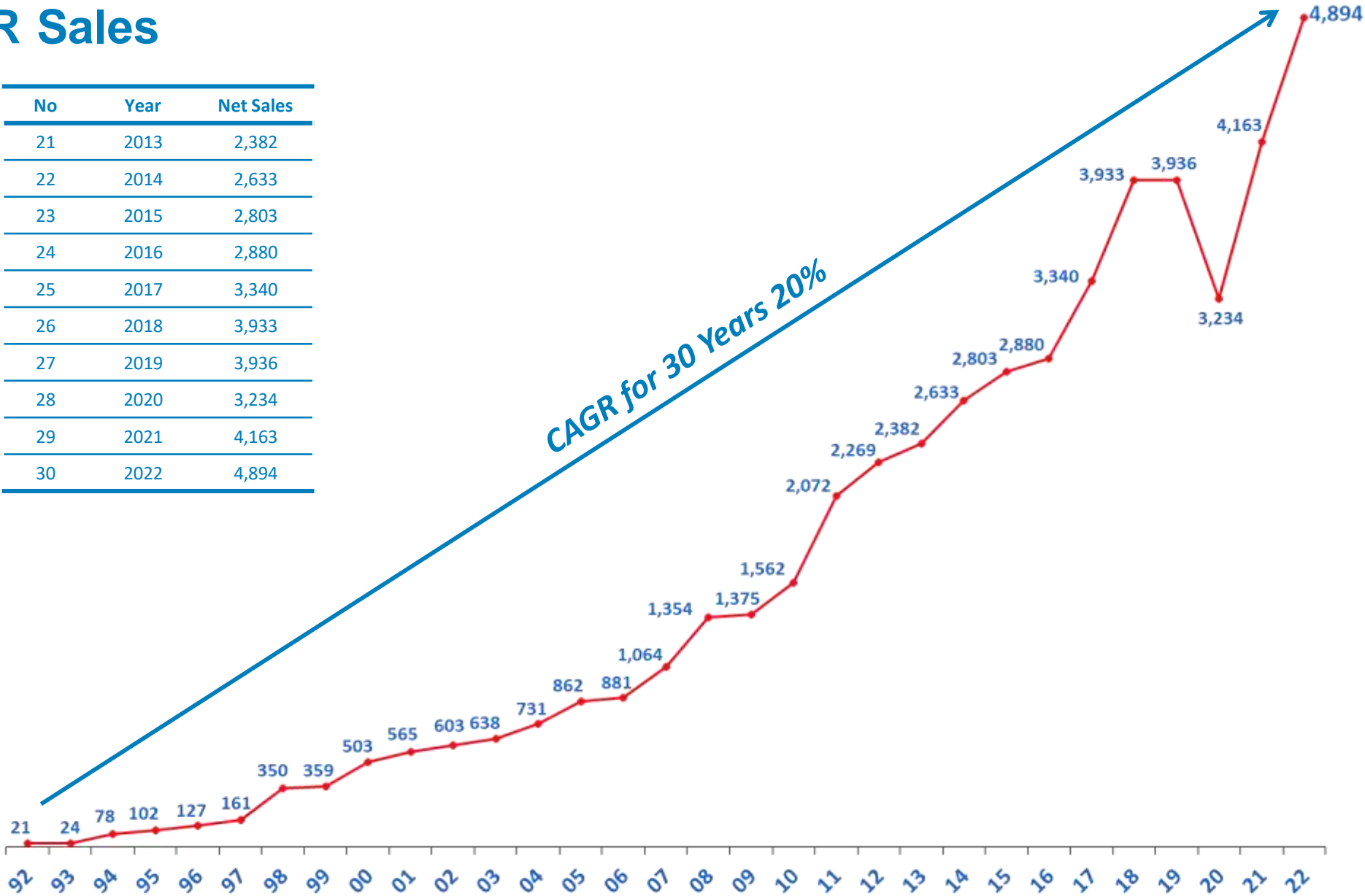
## Radiators & Others

- **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)

# 30 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
30	2022	4,894



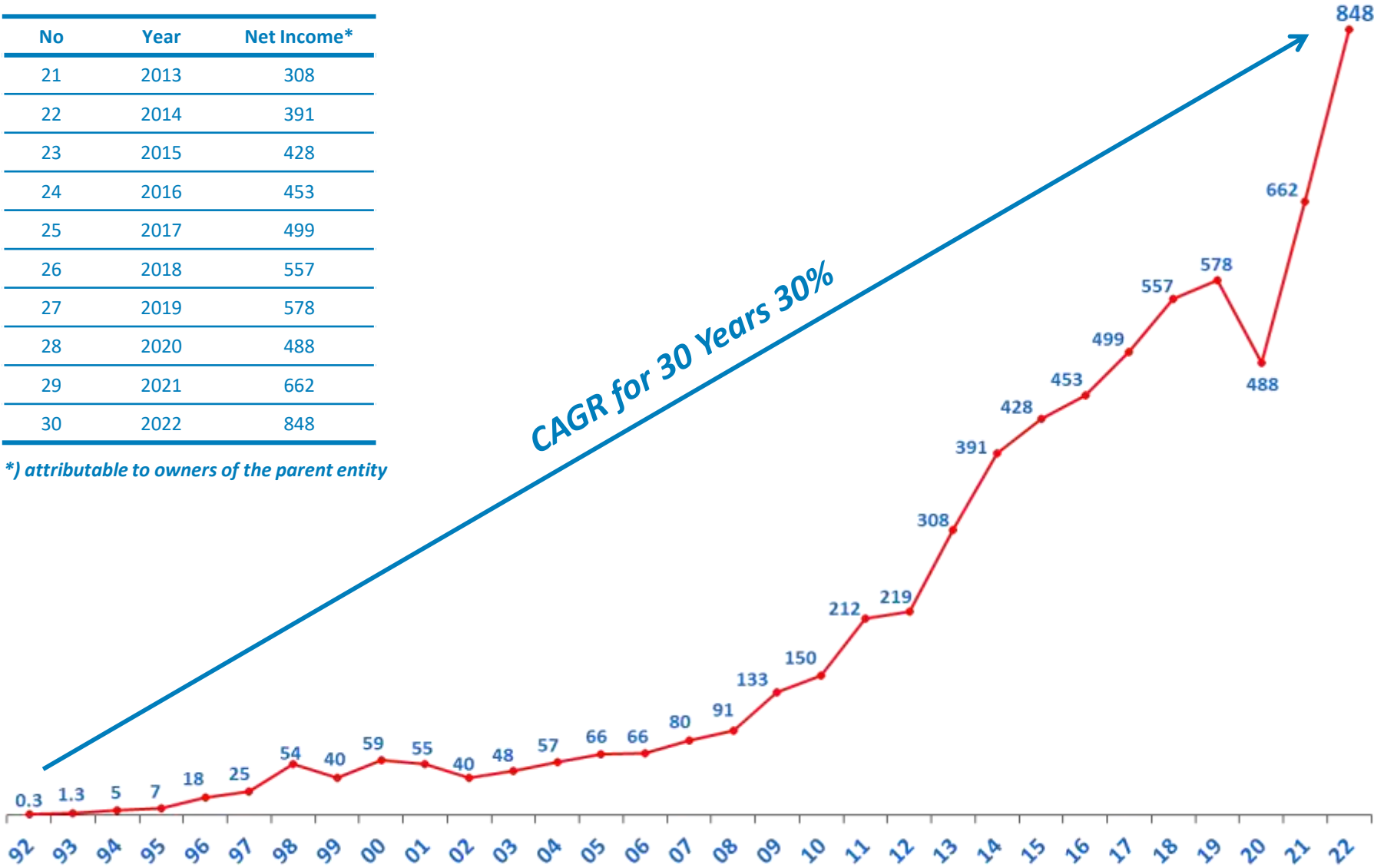


# 30 Years of CAGR Net Income

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
30	2022	848

\*) attributable to owners of the parent entity



# 18 Years Consecutive Dividend Payment Growth

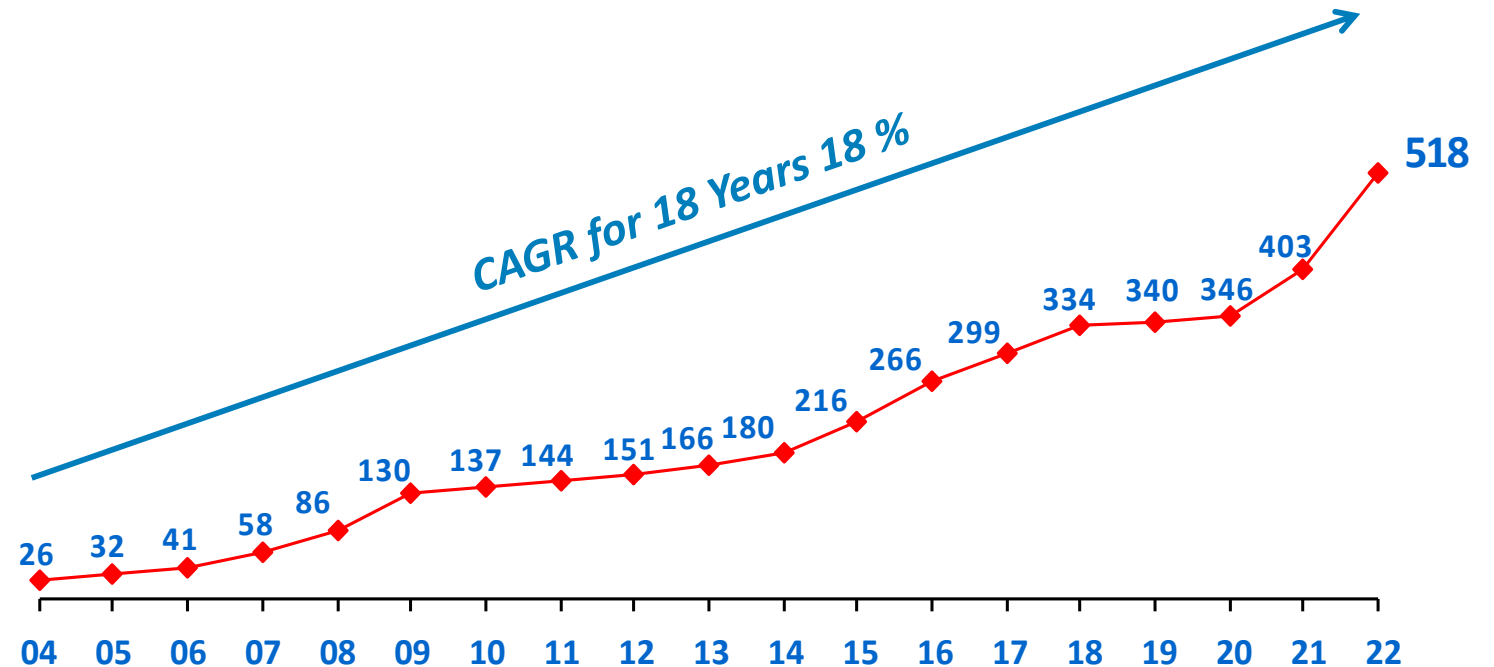
No	Book Year	Total Dividend (In Bio IDR)	Net Income (In Bio IDR)	Payout Ratio
	2004	25.97	57	45%
1	2005	32.47	66	49%
2	2006	41.08	66	62%
3	2007	57.59	80	72%
4	2008	86.38	91	94%
5	2009	129.57	133	98%
6	2010	136.77	150	91%
7	2011	143.97	212	68%
8	2012	151.17	219	69%
9	2013	165.56	308	54%
10	2014	179.96	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%

No	Book Year	Total Dividend (In Bio IDR)	Net Income (In Bio IDR)	Payout Ratio
18	2022	518.04	848	61%
	2023	143.97 <sup>*)</sup>	222	65%

- Paid quarterly dividend since 2016
- Increased annually for 18 years

**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%.






**Dividend Distribution within year 2023 :**

Final Dividend For 2022 Financial Year : IDR 144 Bio on June 14, 2023

<sup>\*)</sup> 1<sup>st</sup> Interim Dividend For 2023 Financial Year : IDR 144 Bio on May 24, 2023

## Summary Performance 3M 2023

	3 Months ended 31 March 2023		Changes
Net Sales	IDR 1.278 T		8%
Profit for the Period*	IDR 222 B		18%
EPS	IDR 38		18%

*\* attributable to owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	3 Months Ended		Increase/ (Decrease)	%	Compare Q to Y	
	3M 2023	3M 2022			3M 2023	2022
Net Sales	1,278	1,180	99	8%	1,278	4,894
Gross Profit	437	356	81	23%	437	1,605
Operating Profit	297	262	36	14%	297	1,174
Profit for the period attributable to:						
Owners of the parent entity	222	188	34	18%	222	848
Non-controlling Interests	23	22	1	6%	23	88
Current Assets	3,308	2,998	310	10%	3,308	3,122
Total Assets	4,574	4,099	475	12%	4,574	4,380
Current Liabilities	677	686	(9)	(1%)	677	705
Total Liabilities	1,027	979	48	5%	1,027	1,061
Equity attributable to:						
Owners of the Company Entity	3,108	2,711	397	15%	3,108	2,896
Non-controlling Interests	439	410	29	7%	439	423
EPS	38	33	5	15%	38	147

# Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	3M 2023	3M 2022	3M 2023	2022
Net Sales Growth	8%			
Total Asset Growth	12%		4%	
Total Equity Growth	14%		7%	
Gross Profit Margin	34%	30%	34%	33%
Operating Margin	23%	22%	23%	24%
Profit Margin*	17%	16%	17%	17%
Return on Assets	5%	5%	5%	21%
Return on Equity*	6%	6%	6%	26%
Total Debt/Total Assets	22%	24%	22%	24%
Total Debt/Total Equity	29%	31%	29%	32%
Current Ratio	489%	437%	489%	443%



## Sales Performance 3M 2023 (3 Months Ended)

Market	Sales (IDR)				Increase/(Decrease)	
	3M 2023	%	3M 2022	%	IDR	%
Domestic	516	40%	444	38%	72	16%
Overseas	762	60%	736	62%	26	4%
<b>Total</b>	<b>1,278</b>	<b>100%</b>	<b>1,180</b>	<b>100%</b>	<b>98</b>	<b>8%</b>

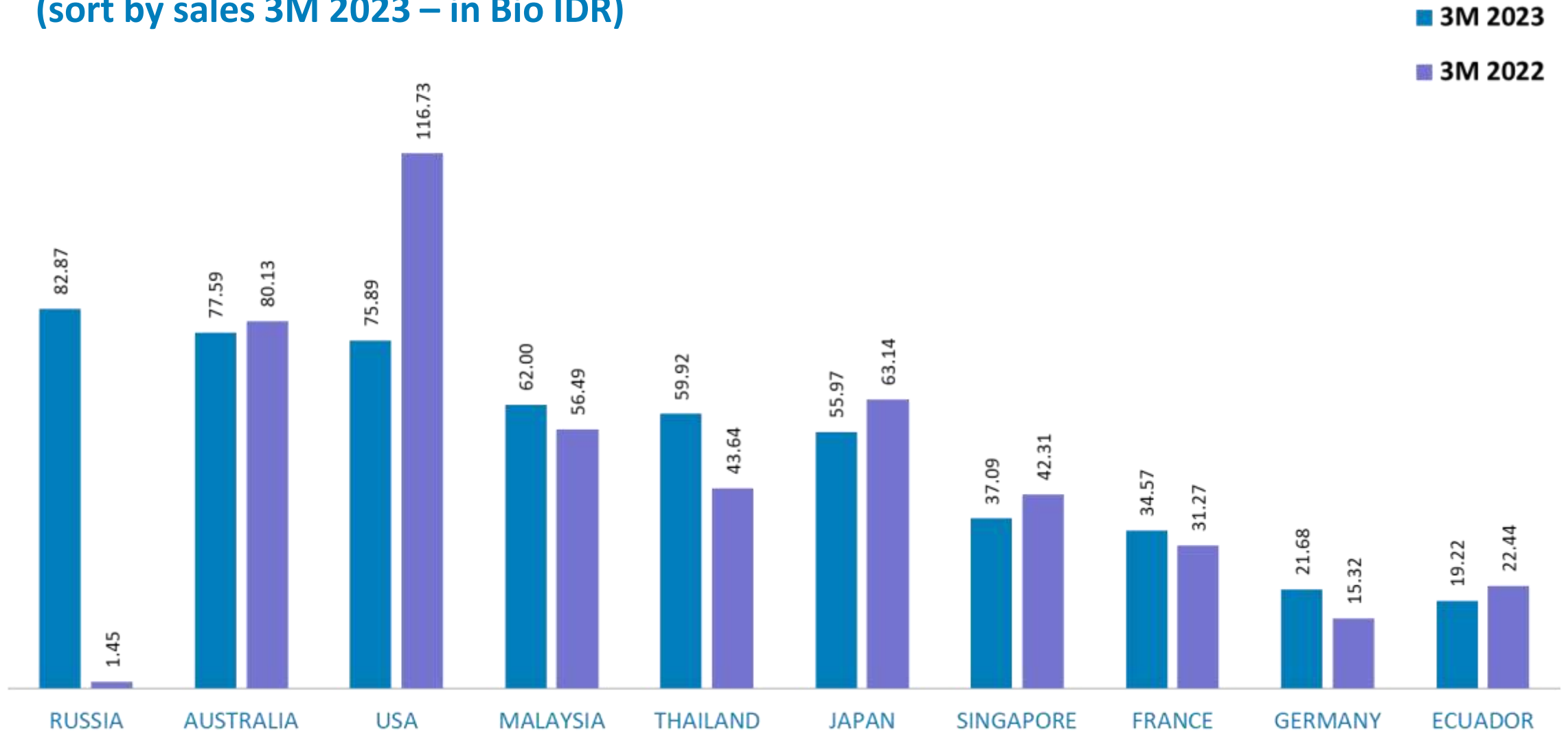
Product	Sales (IDR)				Increase/(Decrease)	
	3M 2023	%	3M 2022	%	IDR	%
Filter	929	72%	815	69%	114	14%
Radiator	99	8%	127	11%	(28)	(22%)
Body Maker	87	7%	80	7%	7	9%
Trading	368	29%	332	28%	36	11%
Others	64	5%	113	9%	(49)	(43%)
(Elimination)	(269)	(21%)	(287)	(24%)	(18)	(6%)
<b>Total</b>	<b>1,278</b>	<b>100%</b>	<b>1,180</b>	<b>100%</b>	<b>98</b>	<b>8%</b>

## Sales by Geographical

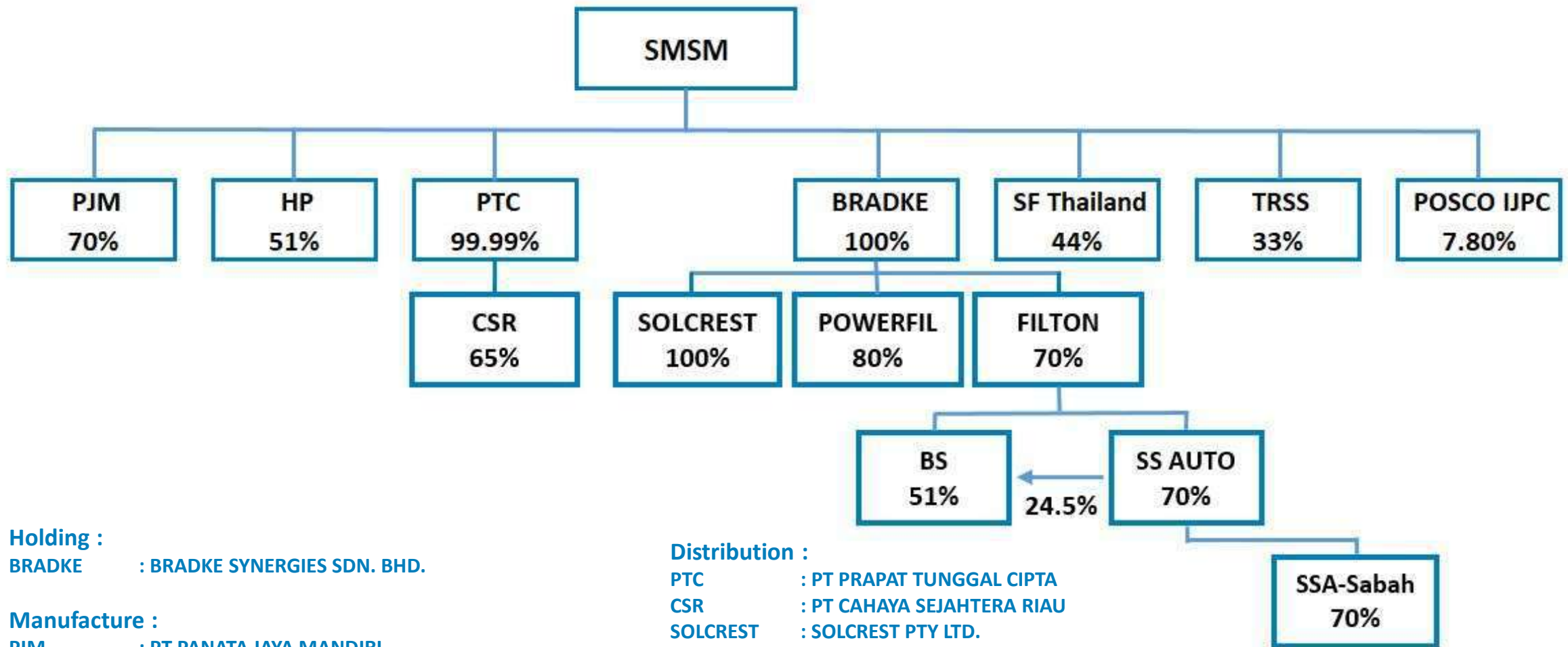
Geographical	3M 2023		3M 2022		Increase/ (Decrease)
	IDR	%	IDR	%	
Domestic	516	40%	444	38%	16%
Overseas					
Asia	328	26%	306	26%	7%
America	138	11%	203	17%	(32%)
Europe	186	14%	116	10%	60%
Australia	88	7%	88	7%	1%
Africa	23	2%	24	2%	(4%)
<b>Total</b>	<b>1,278</b>	<b>100%</b>	<b>1,180</b>	<b>100%</b>	<b>8%</b>

# Top 10 Export Destinations by Countries

(sort by sales 3M 2023 – 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 TUNGGA CIPTA

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	3M 2023 (U)	3M 2022 (U)	Increase/(Decrease) %
Net Sales	294	291	1%
Gross Profit	72	58	23%
Operating Profit	53	48	9%
Profit for the period	42	38	10%
Current Assets	630	600	5%
Total Assets	766	718	7%
Current Liabilities	133	139	(4%)
Total Liabilities	177	186	(5%)
Total Equity	589	532	11%

*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 2023 (U)	3M 2022 (U)	Increase/(Decrease) %
Net Sales	99	91	9%
Gross Profit	20	17	17%
Operating Profit	16	14	7%
Profit for the period	13	10	26%
Current Assets	226	221	2%
Total Assets	314	302	4%
Current Liabilities	60	60	1%
Total Liabilities	77	81	(5%)
Total Equity	237	221	7%

*U = Unaudited*

*Amount in Billion Rupiah*



PT SELAMAT SEMPURNA Tbk  
MEMBER OF ADR GROUP



## 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 2023 (U)	3M 2022 (U)	Increase/(Decrease) %
Net Sales	210	186	13%
Gross Profit	60	49	21%
Operating Profit	46	37	23%
Profit for the period*	36	29	23%
Current Assets	468	445	5%
Total Assets	519	481	8%
Current Liabilities	115	144	(20%)
Total Liabilities	141	171	(18%)
Total Equity	379	310	22%

**U = Unaudited**

**Amount in Billion Rupiah**

**\*) attributable to owners of the parent entity**



**PT SELAMAT SEMPURNA Tbk**  
MEMBER OF ADR GROUP

## 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 2023 (U)	3M 2022 (U)	Increase/(Decrease) %
Net Sales	42	39	8%
Gross Profit	15	14	9%
Operating Profit	5	4	20%
Profit for the period*	3	2	24%
Current Assets	99	97	2%
Total Assets	177	153	15%
Current Liabilities	40	38	4%
Total Liabilities	68	48	44%
Total Equity	108	106	2%

*U = Unaudited*

*Amount in Million Ringgit Malaysia*

*\*) attributable to owners of the parent entity*



## 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 2023 (U)	3M 2022 (U)	Increase/(Decrease) %
Net Sales	87	83	5%
Gross Profit	24	25	(3%)
Operating Profit	6	10	(39%)
Profit for the period	4	9	(56%)
Current Assets	184	196	(6%)
Total Assets	433	401	8%
Current Liabilities	130	102	28%
Total Liabilities	226	197	15%
Total Equity	207	204	2%

*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 2023 (U)	3M 2022 (U)	Increase/(Decrease) %
Net Sales	53	53	(0.2%)
Gross Profit	12	13	(3%)
Operating Profit	7	8	(14%)
Profit for the period	7	7	(12%)
Current Assets	130	123	6%
Total Assets	157	152	3%
Current Liabilities	22	30	(28%)
Total Liabilities	40	50	(19%)
Total Equity	116	102	14%

*U = Unaudited      Amount in Billion Rupiah*



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

Financial Highlights	3M 2023 (U)	3M 2022 (U)	Increase/(Decrease) %
Net Sales	75	68	9%
Gross Profit	4	2	160%
Operating Profit	3	1	199%
Profit for the period	1	1	119%
Current Assets	155	125	23%
Total Assets	186	159	17%
Current Liabilities	135	111	22%
Total Liabilities	135	111	22%
Total Equity	50	48	5%

*U = Unaudited*

*Amount in Million USD*

## Achievement 2023

Month	Achievement
March	“Kaizen Cost in 2022” for the outstanding performance & support from PT HINO Motors Manufacturing Indonesia.

Q Sakura Filter Indonesia

**tokopedia**  
official store

Shopee Mall

**blibli**.com  
Official Store

 **bukamall**



# Thank You

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