



**PT SELAMAT SEMPURNA Tbk**

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

## Investor Relations

### 9M 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



# 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)

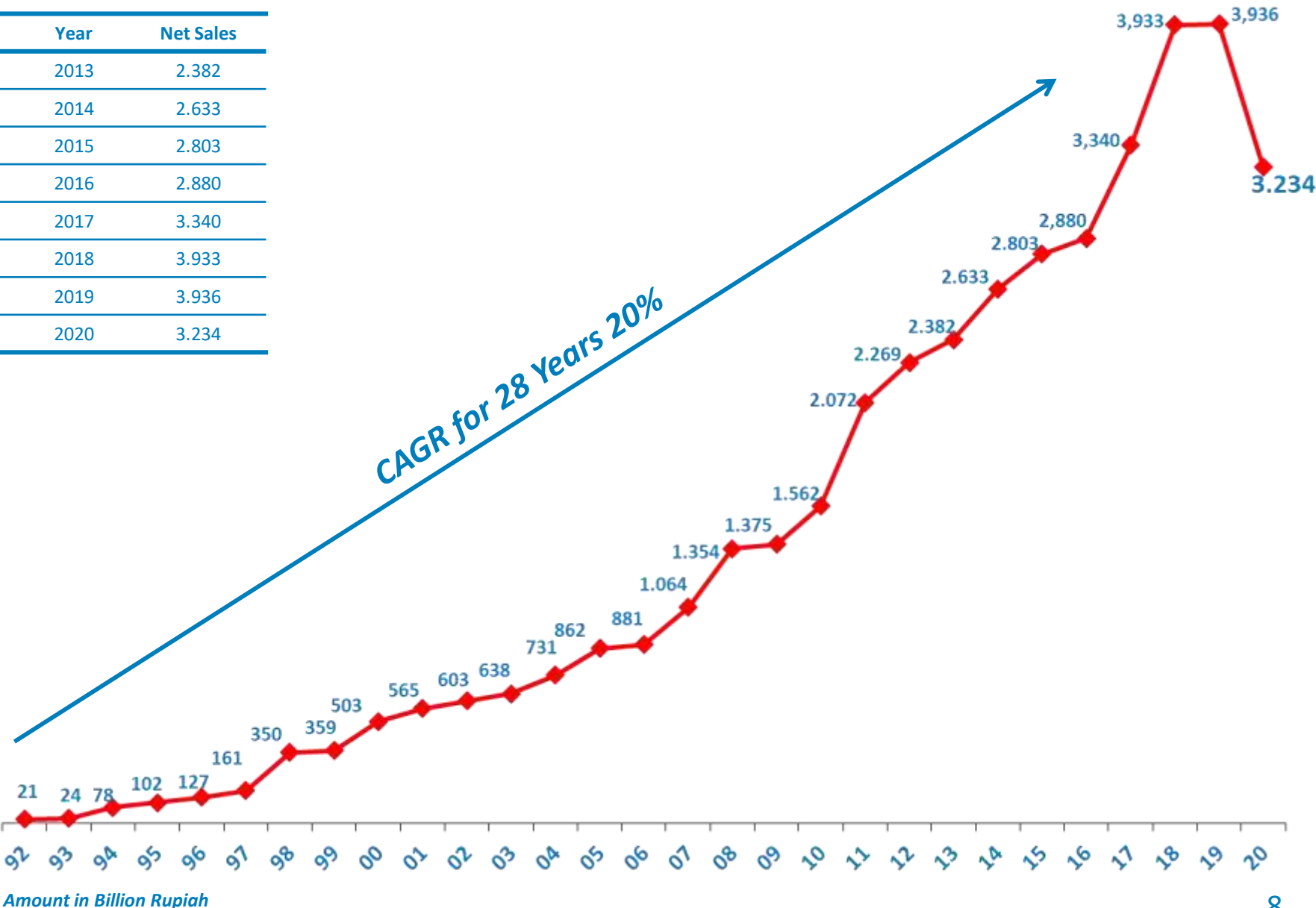
## Radiators & Others

- **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

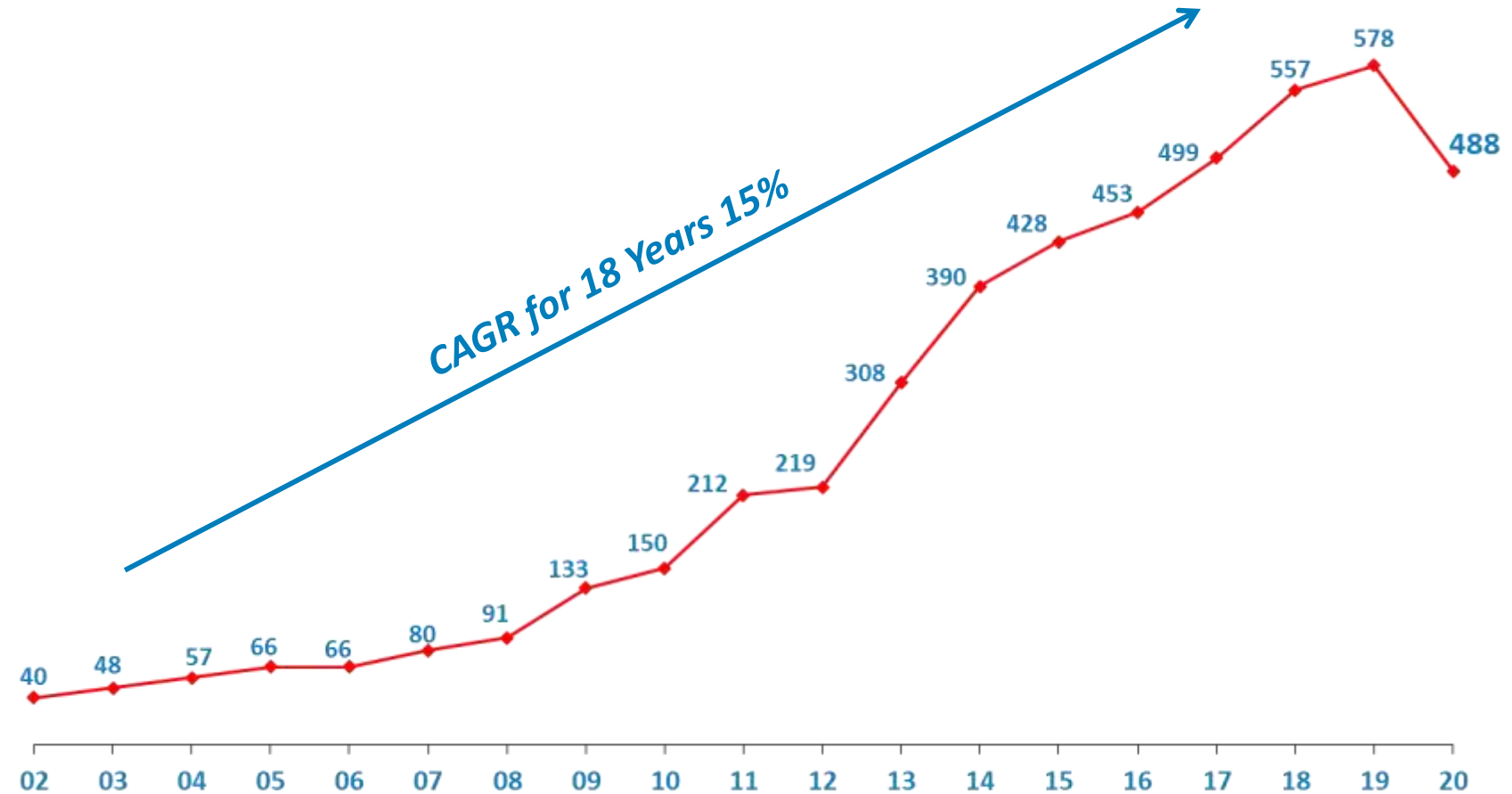
No	Year	Net Sales
21	2013	2.382
22	2014	2.633
23	2015	2.803
24	2016	2.880
25	2017	3.340
26	2018	3.933
27	2019	3.936
28	2020	3.234





# 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.

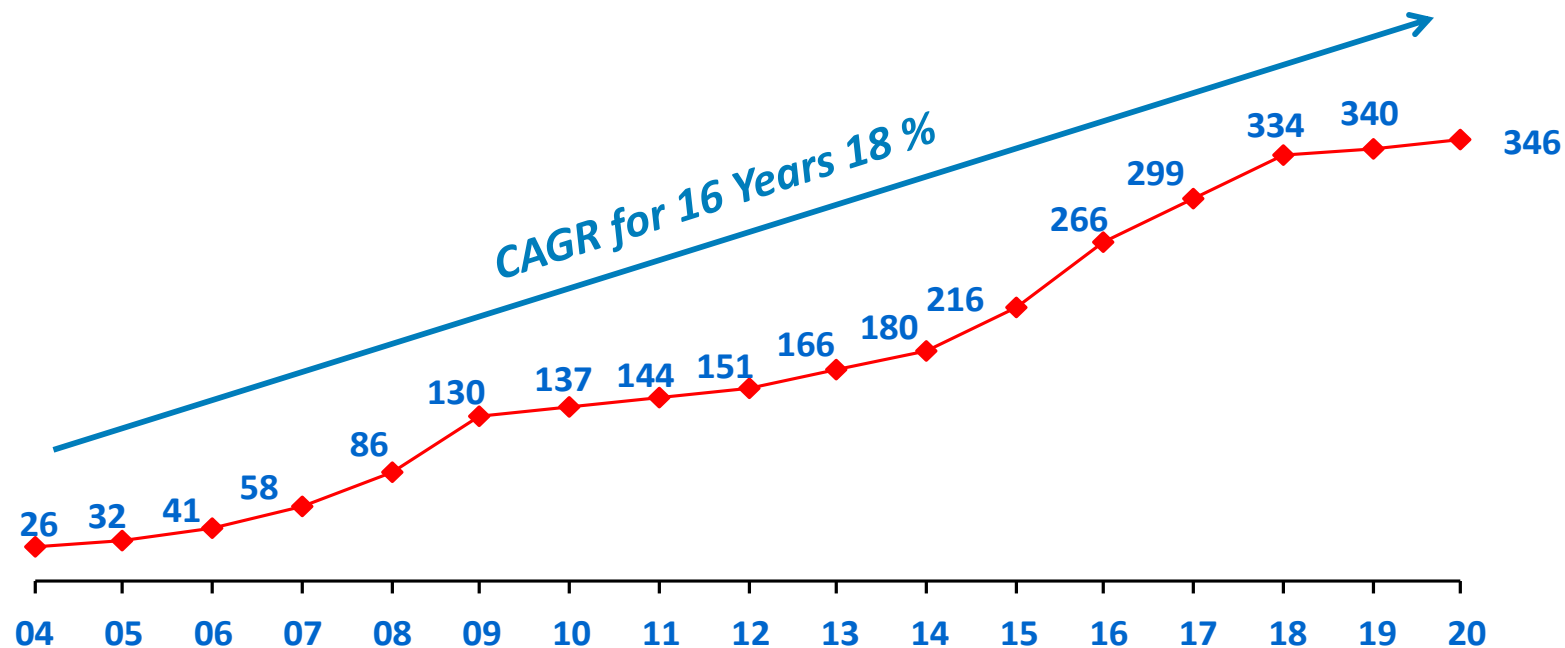
# 16 Years Consecutive Dividend Payment Growth

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	287,93 <sup>*)</sup>	492	39%

**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

<sup>\*)</sup> 1<sup>st</sup> Interim Dividend For 2021 Financial Year : IDR 58 Bio on June 24, 2021

<sup>\*)</sup> 2<sup>nd</sup> Interim Dividend For 2021 Financial Year : IDR 115 Bio on August 25, 2021

<sup>\*)</sup> 3<sup>rd</sup> Interim Dividend For 2021 Financial Year : IDR 115 Bio on November 23, 2021

## Summary Performance 9M 2021

	9 Months ended 30 September 2021		Changes
Net Sales	IDR 3.023 T		31%
Profit for the Period*	IDR 492 B		39%
EPS	IDR 85		39%

*\* attributable to owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	9 Months Ended			Compare Q to Y	
	9M 2021	9M 2020	9M 2019*	9M 2021	2020
Net Sales	3,023	2,303	2,786	3,023	3,234
Gross Profit	962	709	829	962	1,037
Income from Operation	684	498	578	684	693
Profit for the period attributable to:					
Owners of the parent entity	492	353	408	492	488
Non-controlling interests	49	37	42	49	51
Current Asset	2,753	2,165	1,997	2,753	2,295
Total Asset	3,857	3,238	2,978	3,857	3,376
Current Liabilities	658	345	416	658	398
Total Liabilities	988	642	618	988	727
Equity attributable to:					
Owners of the parent	2,482	2,223	2,025	2,482	2,274
Non-controlling Interests	386	373	336	386	374
EPS	85	61	71	85	85

# Financial Ratio

Financial Ratio	Compare Q to Q			Compare Q to Y	
	9M 2021	9M 2020	9M 2019*	9M 2021	2020
Net Sales Growth	31%				
Total Asset Growth	19%			14%	
Total Equity Growth	10%			8%	
Gross Profit Margin	32%	31%	30%	32%	32%
Operating Margin	23%	22%	21%	23%	21%
Profit Margin**	16%	15%	15%	16%	15%
Return on Assets	14%	12%	15%	14%	16%
Return on Equity	19%	15%	19%	19%	20%
Total Debt / Total Assets	26%	20%	21%	26%	22%
Total Debt / Total Equity	34%	25%	26%	34%	27%
Current Ratio	418%	627%	480%	418%	576%





## Sales Performance 9M 2021 (9 Months Ended)

Market	Sales (IDR)				Increase / (Decrease)	
	9M 2021	%	9M 2020	%	IDR	%
Indonesia	985	33%	684	30%	301	44%
Overseas	2,038	67%	1,619	70%	419	26%
<b>Total</b>	<b>3,023</b>	<b>100%</b>	<b>2,303</b>	<b>100%</b>	<b>720</b>	<b>31%</b>

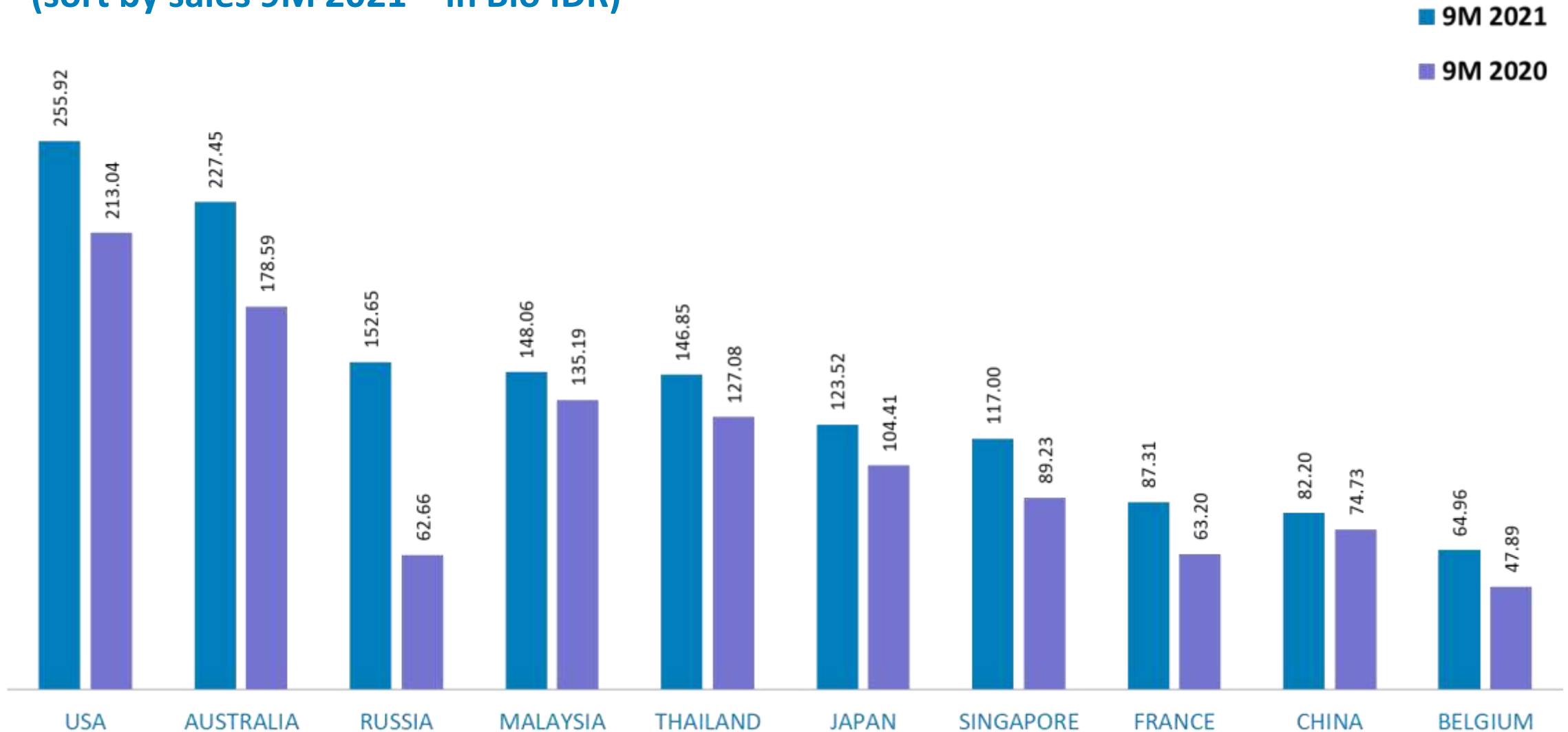
Product	Sales (IDR)				Increase / (Decrease)	
	9M 2021	%	9M 2020	%	IDR	%
Filter	2,240	74%	1,716	75%	524	31%
Radiator	318	11%	236	10%	83	35%
Body Maker	153	5%	58	3%	95	163%
Trading	882	29%	721	31%	161	22%
Others	308	10%	210	9%	98	46%
(Elimination)	(878)	(29%)	(638)	(28%)	240	38%
<b>Total</b>	<b>3,023</b>	<b>100%</b>	<b>2,303</b>	<b>100%</b>	<b>720</b>	<b>31%</b>

## Sales by Geographical

Geographical	9M 2021		9M 2020		Inc / (Dec)
	IDR	%	IDR	%	
Indonesia	985	33%	684	30%	44%
Overseas					
Asia	830	27%	727	31%	14%
Europe	456	15%	301	13%	51%
America	440	14%	344	15%	28%
Australia	263	9%	202	9%	30%
Africa	50	2%	43	2%	16%
<b>Total</b>	<b>3,023</b>	<b>100%</b>	<b>2,303</b>	<b>100%</b>	<b>31%</b>

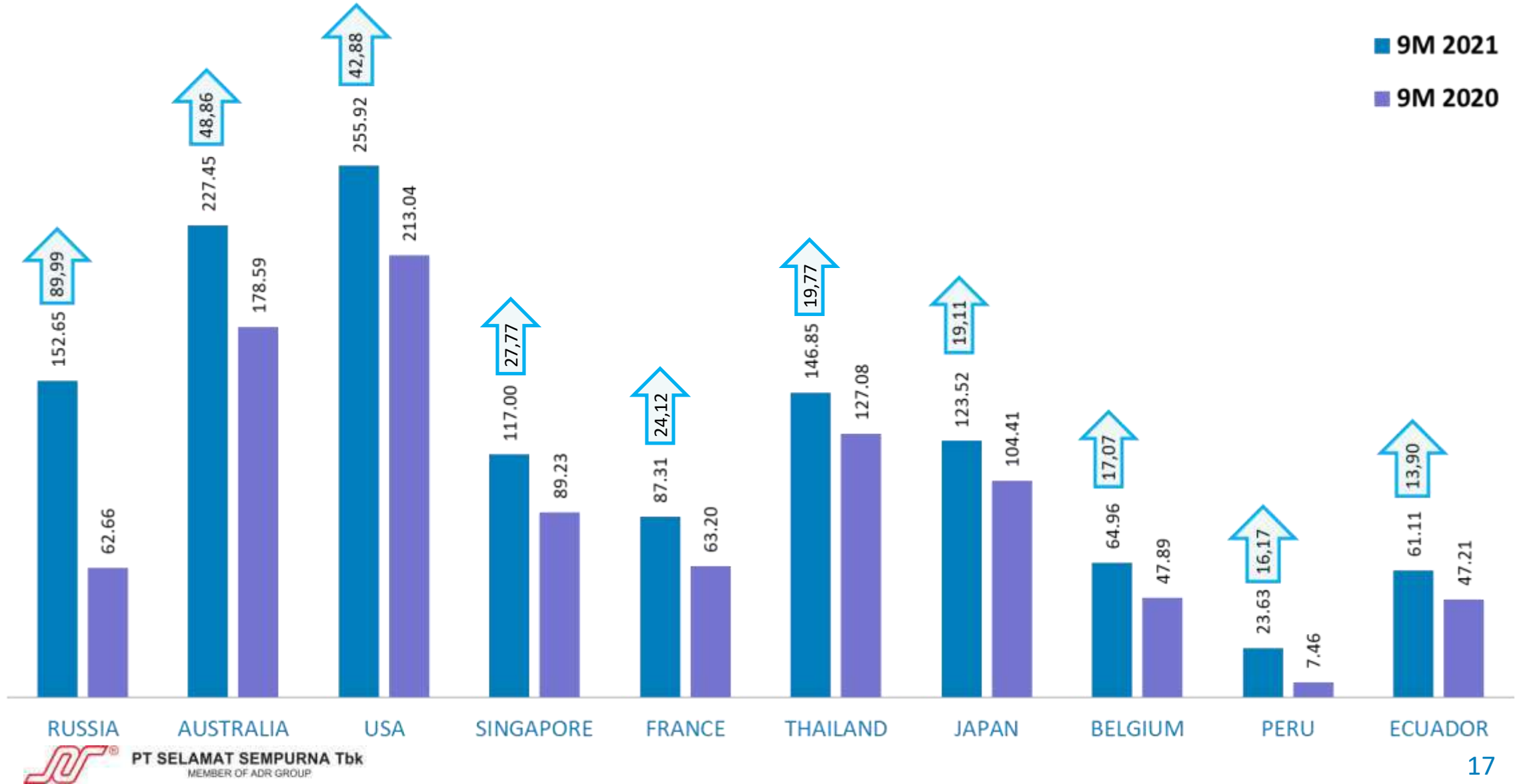
# Top 10 Export Destinations by Countries

(sort by sales 9M 2021 – in Bio IDR)



# Top 10 Export Destinations by Countries

(sort by increment of sales 9M 2021 – in Bio IDR)



## Improvement by Quarter (Sales & Profit)

	Net Sales (in Bio IDR)			
	Year 2021	Δ of Net Sales compare to previous Q	Year 2020	Δ of Net Sales compare to previous Q
As of 31 March	971	-	803	-
As of 30 June	1,970	999	1,464	661
As of 30 September	3,023	1,053	2,303	839
As of 31 December			3,234	931

	Profit for the Period* (in Bio IDR)			
	Year 2021	Δ Profit for the Period* compare to previous Q	Year 2020	Δ Profit for the Period* compare to previous Q
As of 31 March	160	-	115	-
As of 30 June	314	154	203	88
As of 30 September	492	178	353	150
As of 31 December			488	135

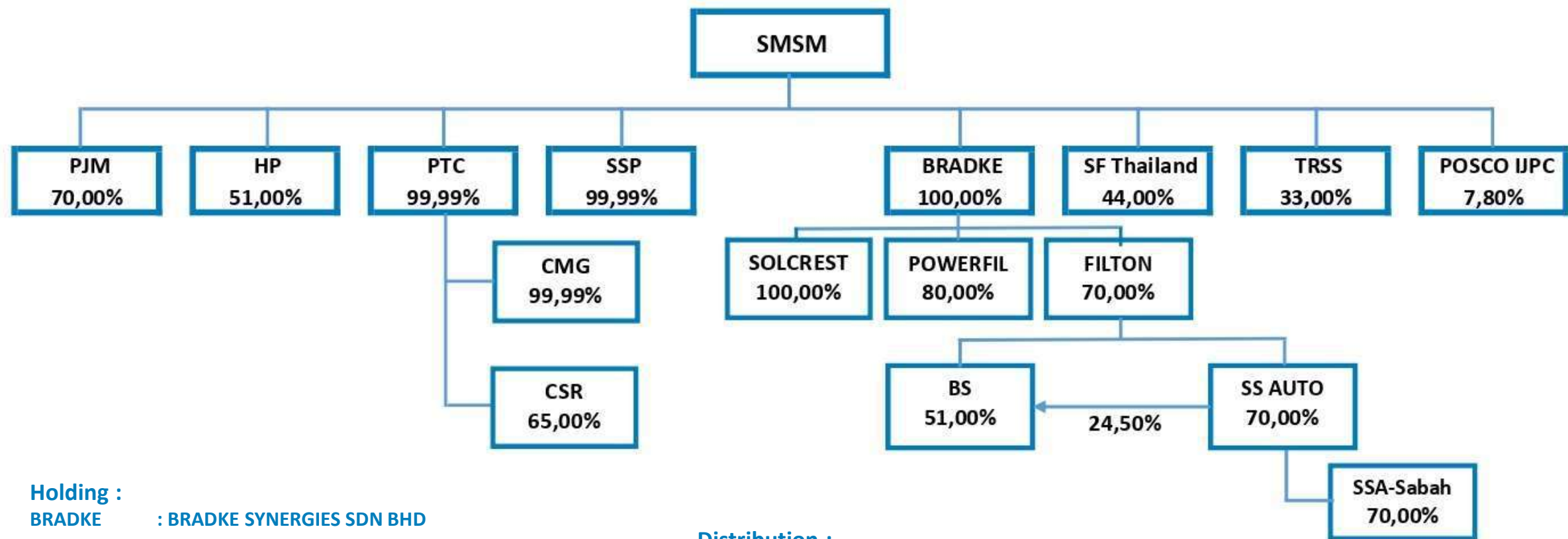


## Improvement by Quarter (Sales by Market)

	Overseas Sales (in Bio IDR)			
	Year 2021	Δ of Overseas Sales compare to previous Q	Year 2020	Δ of Overseas Sales compare to previous Q
As of 31 March	654	-	510	-
As of 30 June	1,339	685	994	484
As of 30 September	2,038	699	1,619	624
As of 31 December			2,287	668

	Indonesian Sales (in Bio IDR)			
	Year 2021	Δ Indonesian Sales compare to previous Q	Year 2020	Δ Indonesian Sales compare to previous Q
As of 31 March	317	-	293	-
As of 30 June	631	314	470	177
As of 30 September	985	354	684	215
As of 31 December			947	263

# 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2021 (U)	9M 2020 (U)		9M 2021 (U)	2020 (A)
Net Sales	704	557	26%	704	757
Gross Profit	146	140	5%	146	198
Operating Profit	123	122	1%	123	158
Profit for The Period	97	95	2%	97	122
Total Current Assets	556	454	22%	556	481
Total Assets	685	580	18%	685	612
Total Current Liabilities	151	67	126%	151	90
Total Liabilities	206	114	80%	206	152
Total Equity	479	465	3%	479	460



## 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2021 (U)	9M 2020 (U)		9M 2021 (U)	2020 (A)
Net Sales	183	87	111%	183	120
Gross Profit	21	(0.1)	30,517%	21	5
Operating Profit	13	(8)	253%	13	(4)
Profit for The Period	11	(9)	219%	11	(3)
Total Current Assets	175	143	22%	175	146
Total Assets	252	225	12%	252	235
Total Current Liabilities	19	8	148%	19	10
Total Liabilities	40	30	33%	40	34
Total Equity	212	195	9%	212	201



## 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2021 (U)	9M 2020 (U)		9M 2021 (U)	2020 (A)
Net Sales	455	360	26%	455	496
Gross Profit	115	76	52%	115	102
Operating Profit	72	44	62%	72	57
Profit for The Period*	56	34	65%	56	42
Total Current Assets	368	285	29%	368	291
Total Assets	404	318	27%	404	330
Total Current Liabilities	114	78	46%	114	73
Total Liabilities	141	101	39%	141	102
Total Equity	263	217	21%	263	228





## 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2021 (U)	9M 2020 (U)		9M 2021 (U)	2020 (A)
Net Sales	190	123	55%	190	176
Gross Profit	32	19	70%	32	28
Operating Profit	27	14	96%	27	20
Profit for The Period	21	11	96%	21	16
Total Current Assets	96	71	35%	96	83
Total Assets	136	112	21%	136	124
Total Current Liabilities	32	24	35%	32	27
Total Liabilities	48	39	22%	48	46
Total Equity	88	73	21%	88	78

## 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2021 (U)	9M 2020 (U)		9M 2021 (U)	2020 (A)
Net Sales	107	92	16%	107	130
Gross Profit	39	32	21%	39	44
Operating Profit	12	9	29%	12	13
Profit for The Period	8	7	28%	8	9
Total Current Assets	95	74	28%	95	76
Total Assets	154	133	16%	154	136
Total Current Liabilities	34	22	55%	34	25
Total Liabilities	48	34	40%	48	35
Total Equity	106	98	8%	106	100



## 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2021 (U)	9M 2020 (U)		9M 2021 (U)	2020 (A)
Net Sales	226	198	14%	226	272
Gross Profit	73	72	2%	73	84
Operating Profit	20	22	(8%)	20	26
Profit for The Period	18	21	(14%)	18	20
Total Current Assets	183	156	17%	183	179
Total Assets	379	251	51%	379	281
Total Current Liabilities	86	64	34%	86	61
Total Liabilities	178	77	131%	178	98
Total Equity	201	174	16%	201	183



## PT Tokyo Radiator Selamat Sempurna (Associate Company)

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

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2021 (U)	9M 2020 (U)		9M 2021 (U)	2020 (U)
Net Sales	67	42	57%	67	63
Gross Profit	15	12	22%	15	20
Operating Profit	4	5	(7%)	4	11
Profit for The Period	4	4	12%	4	9
Total Current Assets	107	87	24%	107	89
Total Assets	137	122	12%	137	122
Total Current Liabilities	31	12	147%	31	13
Total Liabilities	47	30	58%	47	31
Total Equity	89	92	(3%)	89	91

# 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2021 (U)	9M 2020 (U)		9M 2021 (U)	2020 (A)
Net Sales	134	68	97%	134	99
Gross Profit	9	0.4	2,293%	9	3
Operating Profit	7	(1)	614%	7	1
Profit for The Period	5	(3)	262%	5	(1)
Total Current Assets	101	75	34%	101	69
Total Assets	136	99	37%	136	98
Total Current Liabilities	89	58	53%	89	56
Total Liabilities	89	59	52%	89	57
Total Equity	46	40	16%	46	41

## Achievement 2021

Month	Achievement
March	PJM, subsidiary of PT Selamat Sempurna Tbk (SMSM) received an Appreciation in the category of “Quality Achievement in 2020” from PT Hino Motors Manufacturing Indonesia.
April	“Recognition and Appreciation for Best Contribution & Performance in 2019 - 2020 (Automobile Parts)” from PT Suzuki Indomobil Motor.
May	“Best Role of Stakeholders” and “Top 50 Mid Capitalization Public Listed Company” at the 12 <sup>th</sup> Indonesia Institute for Corporate Directorship (IICD) Corporate Governance Conference & Award 2021.
June	PJM, subsidiary of PT Selamat Sempurna Tbk (SMSM), recognition as an “ <i>Authorized Economic Operator</i> ” based on the Decree of the Director General of Customs and Excise No. KEP - 114/BC/2021.
September	“Growth in Pandemic” as Best Listed Company in Automotive and Components Sector from Bisnis Indonesia Award (BIA) 2021.



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