



**PT SELAMAT SEMPURNA Tbk**

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION



## Investor Relations 2018 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

# Chronology of Listing & Capital Structure

Description	Date	Stocks Accumulated (Shares)	Nominal Value Accumulated (IDR)
IPO	09 Sep 1996	34.400.000	17.200.000.000
Bonus Shares	11 Nov 1997	196.768.000	98.384.000.000
Bonus Shares	12 Aug 1999	259.733.760	129.866.880.000
Stock Split (1:5)	10 Jul 2003	1.298.668.800	129.866.880.000
Merger	28 Dec 2006	1.439.668.860	143.966.886.000
Stock Split (1:4)	02 Nov 2016	5.758.675.440	143.966.886.000

Capital Structure	No. of Shares	value per Share	Amount (IDR)
Authorized	8.000.000.000	40	320.000.000.000
Paid-Up	5.758.675.440	40	230.347.017.600
Market Cap	5.758.675.440	1.620	9.329.054.212.800
<i>(at the closing 29 March 2019)</i>			

# Composition of Shareholders

Shareholders	Number of Shares Issued and Fully Paid	%	Amount (IDR)
PT Adrindo IntiPerkasa	3.347.263.708	58,13%	83.681.592.700
Others (each with ownership interest below 5%)	2.411.411.732	41,87%	60.285.293.300
Total	5.758.675.440	100,00%	143.966.886.000

Share Ownership December 31, 2018	Number of Investors	%	Number of Shares	%
Foreign Institutions	100	4,69%	1.073.539.728	18,64%
Foreign Individuals	15	0,70%	11.427.360	0,20%
Local Institutions	53	2,48%	3.744.748.200	65,03%
Local Individuals	1.966	92,13%	928.960.152	16,13%
Total	2.134	100,00%	5.758.675.440	100,00%

# 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



**RADIATOR**



**DUMP HOIST**



**COOLANT**



**BRAKE PARTS**

# List of OEM/OES

- ATLAS COPCO
- CARRIER
- CASE NEW HOLLAND
- CHEVROLET
- DAIHATSU
- DOOSAN
- FOTON
- HINO
- HITACHI
- HONDA
- HYUNDAI
- ISUZU
- JCB
- KIA
- KOBELCO
- KUBOTA
- 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)

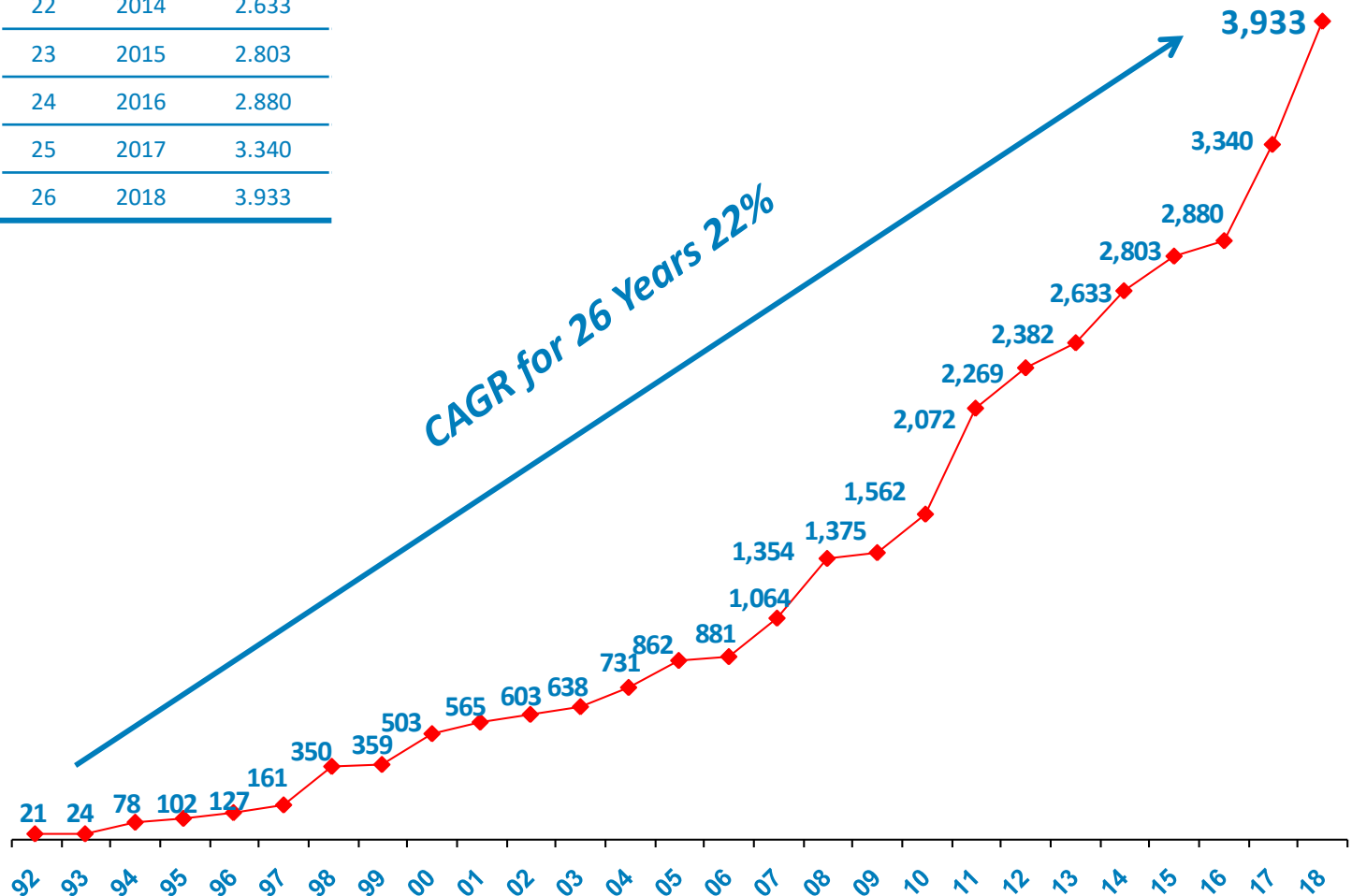
## Radiators & Others

- **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)

# 26 Years Consecutive Sales Growth

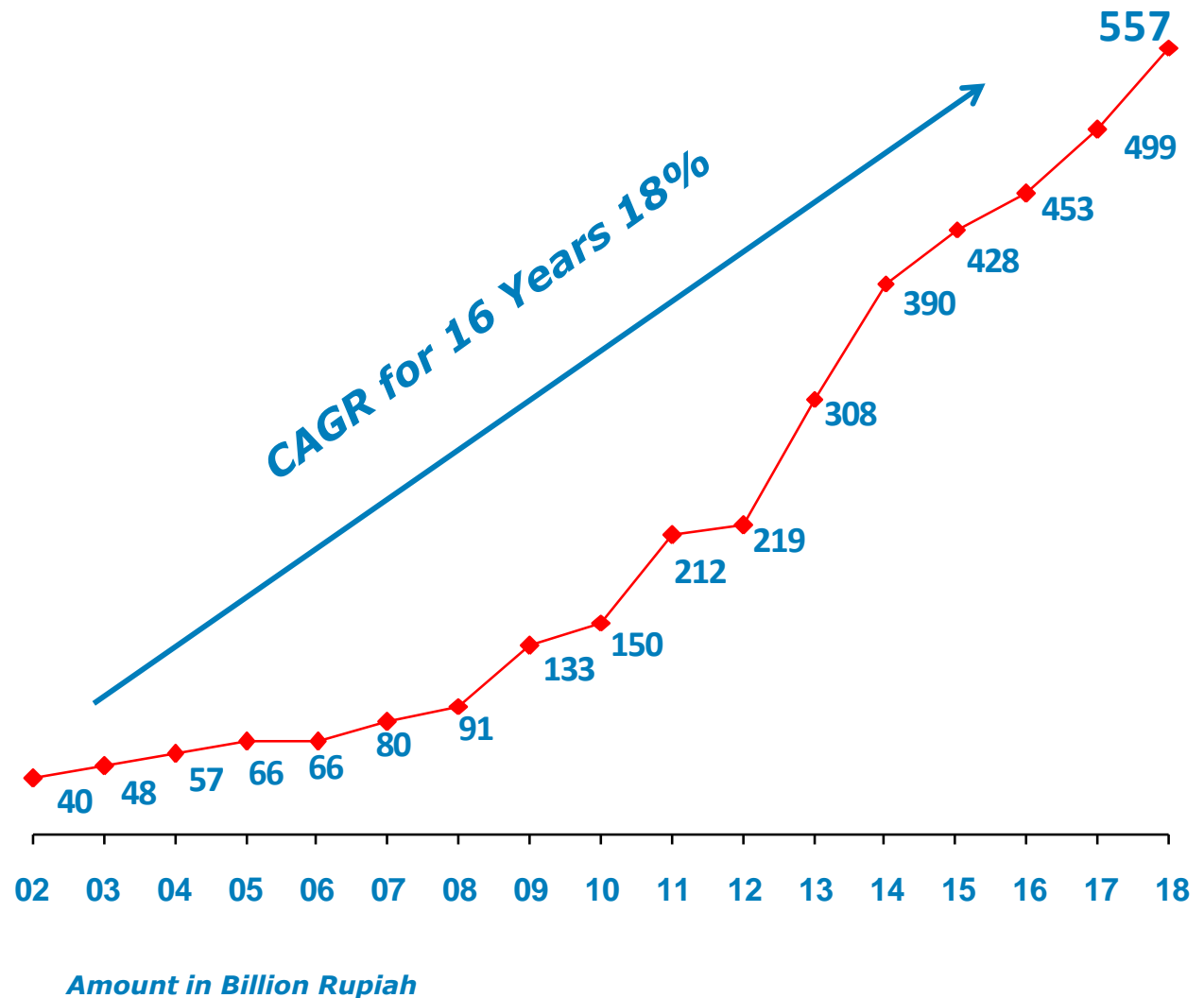
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

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



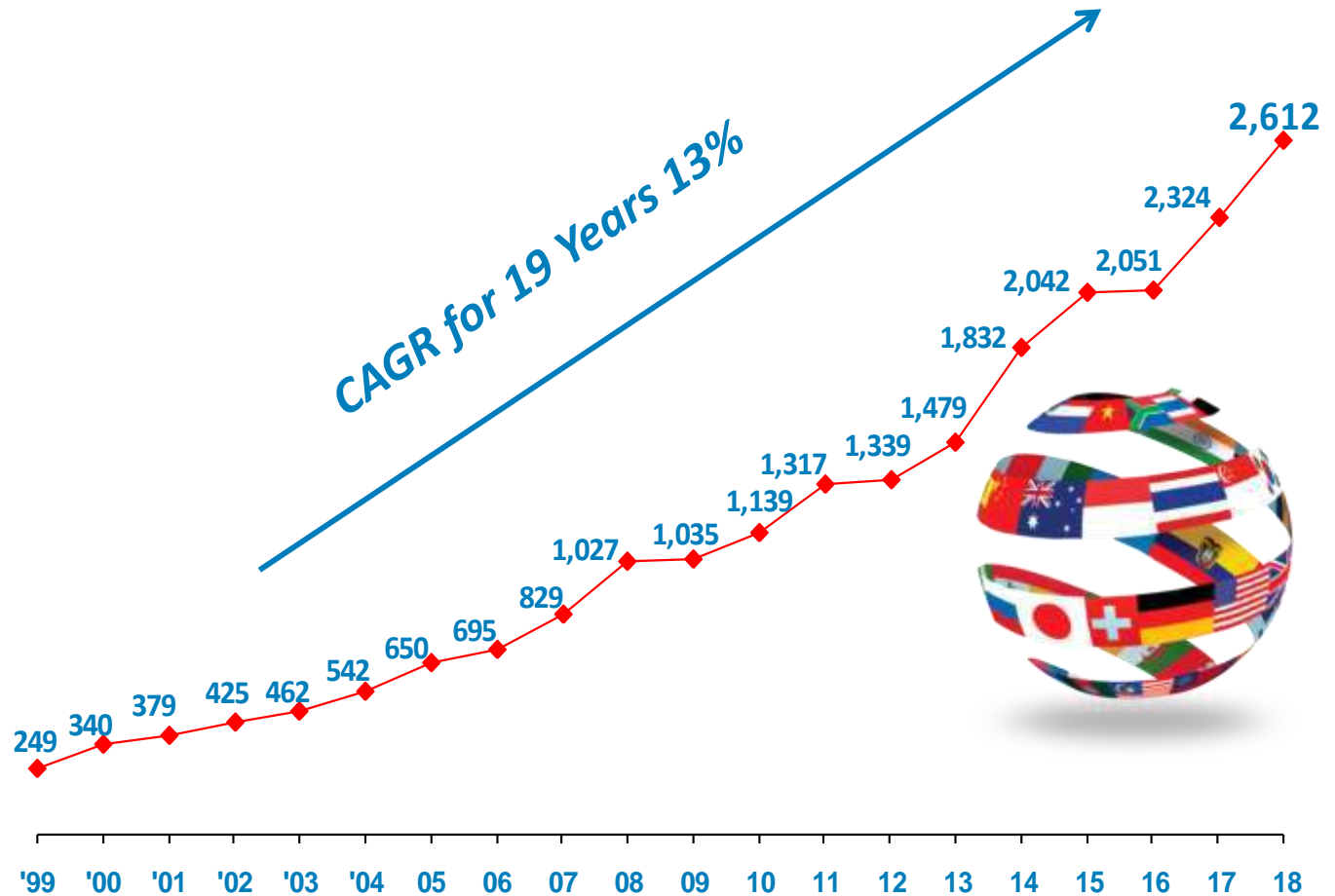
# 16 Years Consecutive Net Income

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



# 19 Years Consecutive Overseas Sales Growth

No	Year	Overseas Sales
	1999	249
1	2000	340
2	2001	379
3	2002	425
4	2003	462
5	2004	542
6	2005	650
7	2006	695
8	2007	829
9	2008	1.027
10	2009	1.035
11	2010	1.139
12	2011	1.317
13	2012	1.339
14	2013	1.479
15	2014	1.832
16	2015	2.042
17	2016	2.051
18	2017	2.324
19	2018	2.612



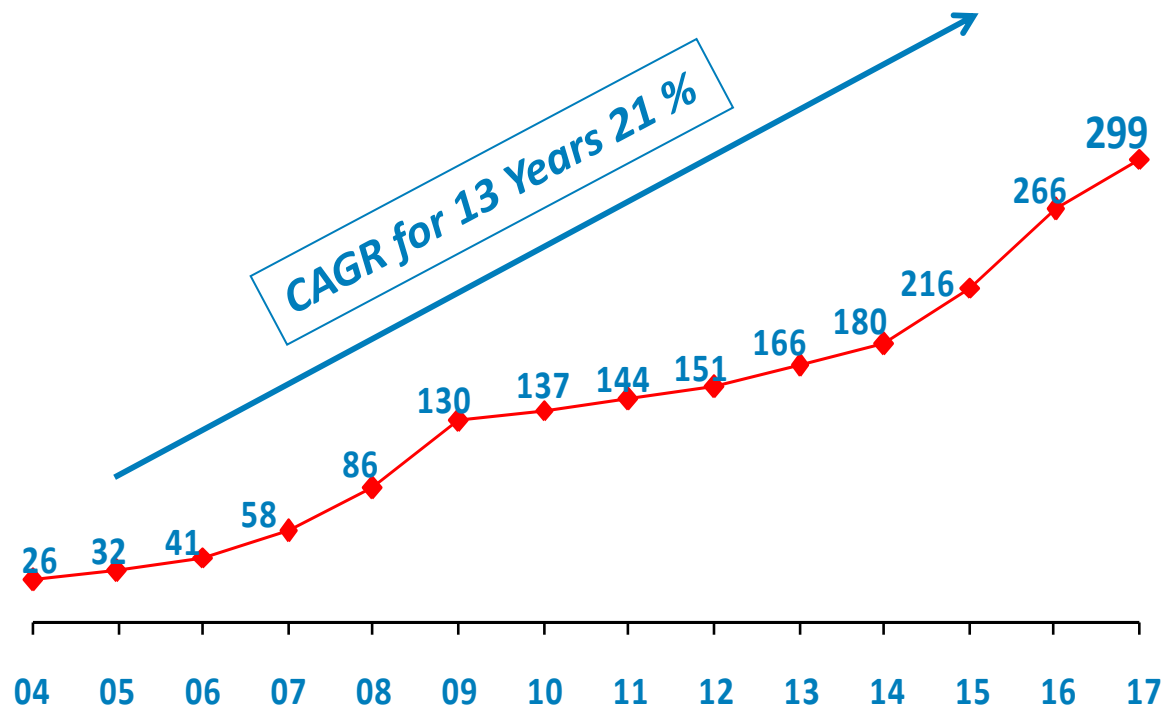
# 13 Years Consecutive Dividend Payment Growth

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%
	2018	230,35*	557	41%

**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 13 years



**Dividend Distribution on year 2018 :**

**Final Dividend For Book Year 2017** : IDR 69 Bio on June 08, 2018

**\* 1<sup>st</sup> Interim Dividend For Book Year 2018** : IDR 58 Bio on May 25, 2018




**2<sup>nd</sup> Interim Dividend For Book Year 2018** : IDR 86 Bio on Aug 28, 2018

**3<sup>rd</sup> Interim Dividend For Book Year 2018** : IDR 86 Bio on Nov 23, 2018

**Final Dividend For Book Year 2018 will be declare on AGMS which will be convene on May 03<sup>rd</sup> , 2019.**



# Summary Performance 2018

	Position as per 31 December '18		Changes
Net Sales	IDR 3.933 T		18%
Profit for the Period*	IDR 557 B		12%
EPS	IDR 97		12%

*\* Attributable to Owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	2018	2017	Inc / (Dec)	%
Net Sales	3.933	3.340	593	18%
Gross Profit	1.193	1.007	186	19%
Income from Operation	832	723	109	15%
Profit for the year attributable to:				
Owners of the parent entity	557	499	57	12%
Non-controlling interests	77	56	21	37%
Current Asset	1.854	1.570	284	18%
Total Asset	2.801	2.443	358	15%
Current Liabilities	470	420	50	12%
Total Liabilities	651	615	36	6%
Equity attributable to :				
Owners of the parent entity	1.863	1.592	271	17%
Non-controlling Interest	287	236	51	21%
EPS	97	87	10	12%

# Financial Ratio

Financial Ratio	2018	2017
Net Sales Growth	18%	16%
Total Asset Growth	15%	8%
Total Equity Growth	18%	16%
Gross Profit Margin	30%	30%
Operating Margin	21%	22%
Net Income Margin*	14%	15%
Return on Assets	23%	23%
Return on Equity	29%	30%
Total Debt / Total Assets	23%	25%
Total Debt / Total Equity	30%	34%
Current Ratio	394%	374%

*\*) Attributable to Owners of the parent entity*

# Sales Performance 2018

Market	Sales				Increase / (Decrease)	
	2018		2017			
	Rp.	%	Rp.	%	Rp.	%
Indonesia	1.321	34%	1.016	30%	305	30%
Overseas	2.612	66%	2.324	70%	288	12%
Total	3.933	100%	3.340	100%	593	18%

Product	Sales				Increase / (Decrease)	
	2018		2017			
	Rp.	%	Rp.	%	Rp .	%
Filter	2.896	74%	2.470	74%	426	17%
Radiator	329	8%	338	10%	(9)	(3%)
Body Maker	342	9%	206	6%	137	66%
Trading	888	23%	776	23%	112	15%
Others	431	11%	360	11%	71	20%
(Elimination)	(954)	(24%)	(810)	(24%)	(143)	(18%)
Total	3.933	100%	3.340	100%	593	18%

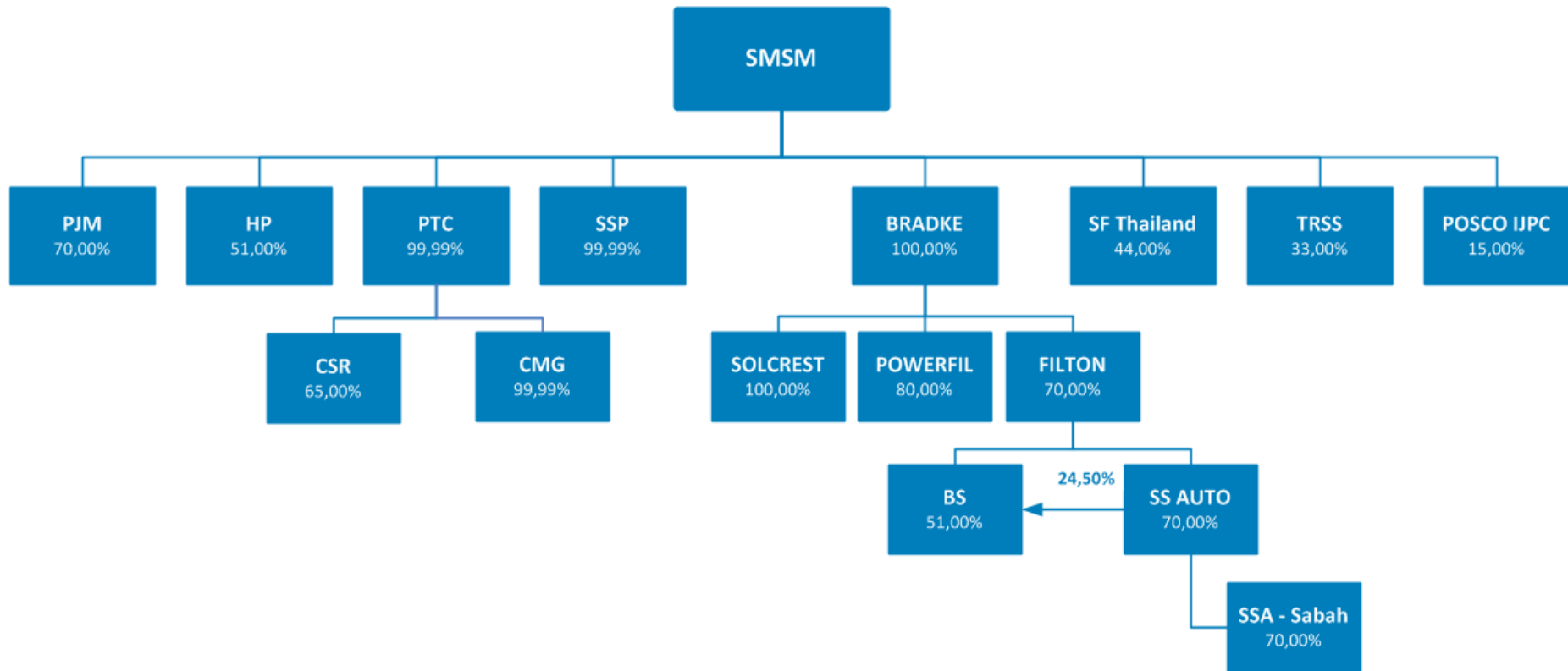
# Sales by Geographical Segment

Geographical Segment	2018		2017		Inc / (Dec)
	Rp	%	Rp	%	
Indonesia	1.321	34%	1.016	30%	30%
Overseas					
Asia	1.224	31%	1.048	31%	17%
America	548	14%	555	17%	(1%)
Europe	490	12%	390	12%	26%
Australia	286	7%	278	8%	3%
Africa	64	2%	53	2%	20%
<b>Total</b>	<b>3.933</b>	<b>100%</b>	<b>3.340</b>	<b>100%</b>	<b>18%</b>

*Amount in Billion Rupiah*



# 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

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

Financial Highlights	2018 (A)	2017 (A)	Inc/ (Dec) %
Net Sales	907	754	20%
Gross Profit	206	171	20%
Income From Operations	167	137	22%
Profit for the period	125	103	21%
Current Asset	377	294	28%
Total Asset	501	394	27%
Current Liabilities	102	75	36%
Total Liabilities	133	104	27%
Total Equity	368	290	27%

**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	2018 (A)	2017 (A)	Inc/ (Dec) %
Net Sales	396	254	56%
Gross Profit	82	50	64%
Income From Operations	65	35	85%
Profit for the period	49	27	85%
Current Asset	155	112	38%
Total Asset	228	187	22%
Current Liabilities	28	26	9%
Total Liabilities	39	37	5%
Total Equity	188	150	26%

**A= Audited**Amount in Billion Rupiah





## PT Prapat Tunggal Cipta– PTC (Subsidiary Company)

- ❑ SMSM owns a 99.9% stake in PTC
- ❑ Sole distributor that specializes on the trading of the Company products in Indonesia aftermarket sectors.

Financial Highlights	2018 (A)	2017 (A)	Inc/ (Dec) %
Net Sales	476	422	13%
Gross Profit	112	100	12%
Income From Operations	68	60	13%
Profit for the Period	51	45	13%
Current Asset	237	186	27%
Total Asset	246	193	27%
Current Liabilities	77	51	51%
Total Liabilities	83	56	48%
Total Equity	163	137	19%

**A= Audited**Amount in Billion Rupiah



## PT Selamat Sempurna Perkasa – SSP (Subsidiary Company)

- ❑ SMSM owns a 99.9% stake in SSP
- ❑ manufacturers rubber O-rings, polyurethanes, and plastisol adhesives for automotive industries

Financial Highlights	2018 (A)	2017 (A)	Inc/ (Dec) %
Net Sales	223	213	5%
Gross Profit	34	33	4%
Income From Operations	29	28	2%
Profit for the Period	22	21	2%
Current Asset	74	69	7%
Total Asset	99	94	5%
Current Liabilities	20	18	10%
Total Liabilities	25	23	8%
Total Equity	73	71	4%

**A= Audited**Amount in Billion Rupiah



# Bradke Synergies Sdn Bhd – BRADKE (Subsidiary Company)

- ❑ SMSM owns a 100,00% 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	2018 (A)	2017 (A)	Inc/ (Dec) %
Net Sales	141	132	6%
Gross Profit	52	51	2%
Income From Operations	19	21	(9%)
Profit for the period	13	14	(8%)
Current Asset	73	74	(1%)
Total Asset	129	130	(1%)
Current Liabilities	27	28	(2%)
Total Liabilities	36	40	(8%)
Total Equity	92	91	2%

**A= Audited      Amount in Million Ringgit Malaysia**



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

- ❑ SMSM owns a 44,00% 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	2018 (A)	2017 (A)	Inc/ (Dec) %
Net Sales	251	228	10%
Gross Profit	73	55	33%
Income From Operations	18	10	84%
Profit for the period	12	7	66%
Current Asset	141	123	15%
Total Asset	233	222	5%
Current Liabilities	69	67	3%
Total Liabilities	107	119	(9%)
Total Equity	126	104	21%

*A = Audited Amount in Million Baht Thailand*

# PT POSCO Indonesia Jakarta Processing Center (Associate Company)

- ☐ SMSM owns a 15% stake in POSCO IJPC
- ☐ *Joint venture* with POSCO and DAEWOO International Corporation

Financial Highlights	2018 (A)	2017 (A)	Inc/ (Dec) %
Net Sales	107	90	19%
Gross Profit	5	4	18%
Income From Operations	3	3	(2%)
Net Income	0.5	1	(56%)
Current Asset	51	44	16%
Asset	64	58	10%
Current Liabilities	49	44	12%
Liabilities	49	44	12%
Equity	15	14	4%

*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	2018 (U)	2017 (U)	Inc/ (Dec) %
Net Sales	98	96	2%
Gross Profit	27	28	(2%)
Income From Operations	16	17	(7%)
Net Income	13	13	4%
Current Asset	78	60	29%
Asset	98	87	13%
Current Liabilities	14	12	17%
Liabilities	16	15	10%
Equity	82	72	14%

*U = Unaudited Amount in Billion Rupiah*

# Achievement 2018

Month	Achievement
Jan	100 Fastest Growing Companies Awards 2017 in the Sub Sector of Automotive Components of the Miscellaneous Industry Sector by InfoBank.  2018 Indonesia Automotive Component Manufacturer of The Year From Frost&Sullivan
Feb	PJM, the Company' subsidiaries awarded as "Most Compliance Company in implemented the KITE" from the Directorate General of Custom and Excise Banten area , Ministry of Finance Republic of Indonesia
Apr	The Best Vendor Performance 2017 by PT Suzuki Indomobil Motor  Appreciation and Recognition for Good Performance in 2017 by PT Suzuki Indomobil Motor
May	Investor Awards 2018 for the category of Best Listed Company 2018 in Diversified Manufacturing Sector
Aug	The Most Tax – Friendly Corporate and Country Contributor Award at 2018 Tempo Country Contributor Award.
Dec	Awarded as "Top 50 Mid Capitalization Public Listed Company" and "Best Responsibility of the Board" from IICD (Indonesian Institute for Corporate Directorship)  Recognition as an " <i>Authorized Economic Operator</i> " based on the Decree of the Director General of Customs and Excise No. KEP – 268/BC/2018.  Obtained ISO14001:2015 Environmental Management System (EMS) certification for the scope of Design and Manufacturing of Filters (Air, Oil, Fuel, Hydraulic)



# Thank You

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