Investor RelationsFY 2024 Performance

Last Update: 27 March 2025

FACT SHEET ABOUT PT SELAMAT SEMPURNA Tbk

☐ PT Selamat Sempurna Tbk is the flagship company 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 **125** countries worldwide ☐ Trademark Registration in more than **130** countries worldwide ☐ Approximately 90% of our revenue is recurring aftermarket revenue ☐ Strong Balance Sheet and Cash Flow

COMPOSITION OF SHAREHOLDERS

| Shareholders | Number of Shares Issued and Fully Paid | % | Amount (IDR) |
|--|--|---------|-----------------|
| PT Adrindo Intiperkasa | 2,910,392,136 | 50.54% | 72,759,803,400 |
| Others (each with ownership interest below 5%) | 2,848,283,304 | 49.46% | 71,207,082,600 |
| Total | 5,758,675,440 | 100.00% | 143,966,886,000 |

| Share Ownership December 31, 2024 | Number of Investors | % | Number of Shares | % |
|--------------------------------------|---------------------|--------|------------------|--------|
| Foreign Institutions | 169 | 2.30% | 1,640,711,986 | 28.49% |
| Local Institutions | 78 | 1.06% | 3,132,584,242 | 54.40% |
| Foreign Individuals | 16 | 0.22% | 4,827,660 | 0.08% |
| Local Individuals | 7,091 | 96.42% | 980,551,552 | 17.03% |
| Total | 7,354 | 100% | 5,758,675,440 | 100% |



THE PRODUCTION PLANTS





Radiators : 1.95 millions pieces per year

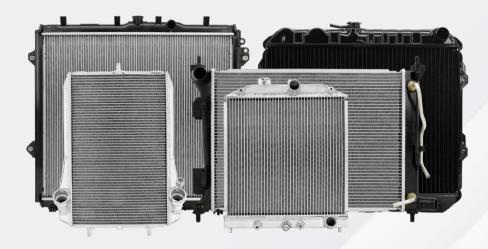
Filters: 96 millions pieces per year

MAIN PRODUCTS









OTHERS PRODUCTS









ONE STOP SHOP FOR THERMAL SYSTEM & FILTRATION

- Approx. 10,000 part numbers available, filters and radiator.
- Automotive, Commercials, Heavy Equipments, Marines and Industrial sectors for American, European and Asian applications.
- Approx. 300 Filters & Radiators new part numbers every year.





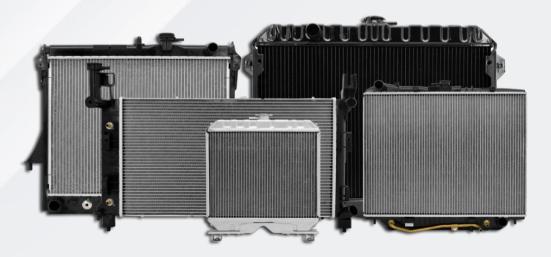




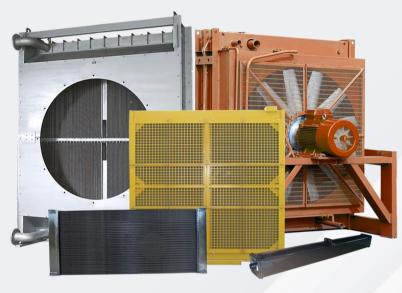
THERMAL SYSTEM PRODUCT RANGE



Automotive Radiators
 (Copper Brass, Aluminum Plastic, All Aluminum)



• Heavy Equipment & Industrial Radiators



- Condenser
- Intercooler
- Evaporator





FILTRATION PRODUCT RANGE

Heavy Equipment & Industrial Filter

(Air, Oil, Fuel, Cabin, Hydraulic, Transmission, Coolant, Separator, HEPA, EDM, Dust Collector)



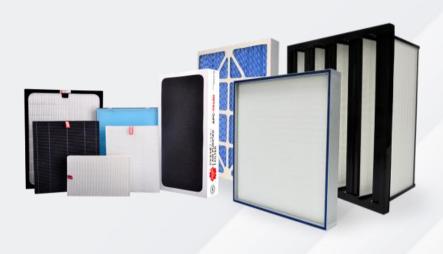
Automotive Filter

(Air, Oil, Fuel, Cabin, Transmission)



Non-Engine Filter

HVAC Filter, Air Purifier Filter, Gas Turbine Filter





FILTRATION PRODUCT TYPES









OIL FILTERS



FUEL FILTERS



CABIN AIR FILTERS



TRANSMISSION FILTERS



COOLANT FILTERS



HYDRAULIC FILTERS



AIR/OIL SEPARATOR



FUEL FILTER/
WATER SEPARATOR



EDM FILTER



AIR PURIFIER FILTER



HVAC FILTER

AIR PURIFIER FILTER & HVAC FILTER



Nowadays, the air pollution around the world harms our health. Breathing quality air is critical for good health, especially indoors. Sakura HVAC Filters & Air Purifier Filters will ensure your indoor environment is clean and provide ultimate protection to your health.





HVAC / HEPA FILTRATIONS



Automotive

- Cabin Air Filters
- Selling to store and online





Building Air Ventilation Installation

Supply HVAC Filters in Building, Factory and Airports



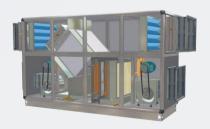






Air Cleaner System Manufacturer & Home Appliances

- Supply OE Air Filter in AHU
- Supply OE Air Filter in Air Purifier Unit
- Air Purifier Filters







Filters Industrial

- **EDM Filters**
- Air/Oil Separators
- Gas Turbine Filters



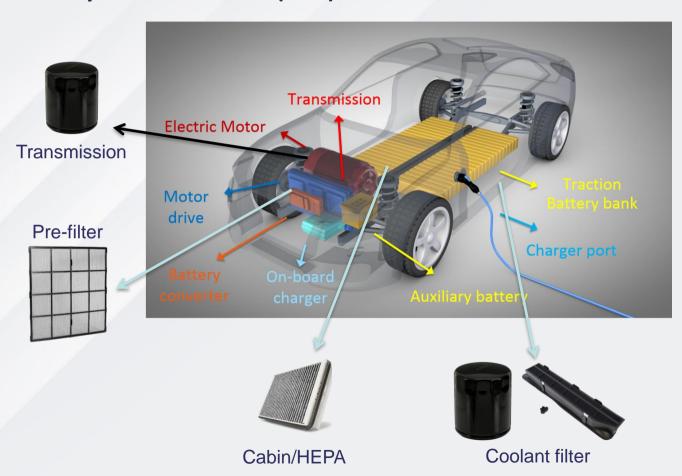




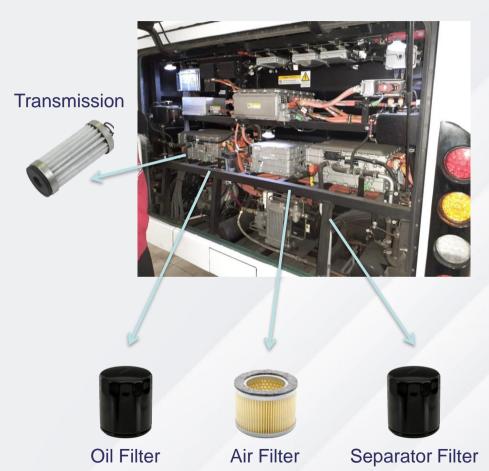


The Filters for Electric Vehicle (EV)

Battery Electric Vehicle (BEV)



Electric buses

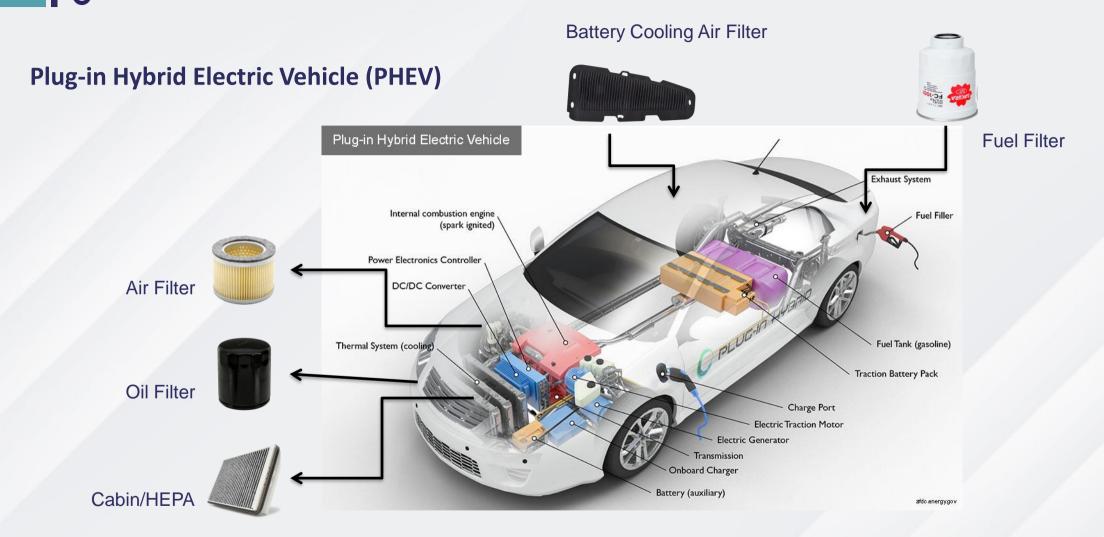




Note: The Pictures are just for illustrative purposes.



The filters for electric vehicle (eV)







SOME MODELS OF ELECTRIC VEHICLES (EV) AND ITS FILTERS











SOME MODELS OF ELECTRIC VEHICLES (EV) AND ITS FILTERS



FILTER REPLACEMENT





SKODA Citigo e iV EBMA 10/19 -





VOLKSWAGEN e-up (BL14E1) EABA

| Cabin | CA-31100 |
|-------|----------|



WULING Hongguang Mini EV

| Cabin | CA-65380EV |
|-------|------------|
| | |











BMW

X6 30d X Mild-Hybrid (G06, F96) B57D30B, JA1 08/'20 -

| Air | A-30310 |
|-------|-------------|
| Cabin | CAC-30120-S |
| Oil | EO-30300 |



HONDA Insight 1.3 Hybrid KA CVT, KL CVT 04/'09 -

NISSAN e-Power

1.2 Hybrid HP12 '20

| Air | A-61670 |
|-------|----------|
| Cabin | CA-18490 |
| Oil | C-1823 |









TOYOTA

Camry

| Air | A-33430 | - |
|---------|-----------|---|
| Battery | BHF-11010 | |
| Cabin | CA-11380 | |
| Oil | C-47030 | |

TOYOTA C-HR

| 16 - | |
|-------|-----------|
| Air | A-33750 |
| Cabin | BHF-11020 |
| Oil | C-1109 |



NT

| P10R- | -AHXDN 17- | |
|--------|------------|--|
| ir | A-33430 | |
| attery | BHF-11040 | |
| abin | CA-11380 | |



Oil

Corolla Cross

C-1109

| 8L 4cyl 16 | 5V DOHC VVT-i '20 | 1 |
|------------|-------------------|---|
| Air | A-3370 | |
| Battery | BHF-11030 | - |
| Cabin | CA-11380 | |
| Oil | C-1109 | |

TOYOTA Innova Zenix

| IIIIIOVA ZEIIIX | |
|-----------------|----------|
| Air | A-33430 |
| Cabin | CA-11380 |
| Oil | C-47030 |





| 2.5L L4 | | |
|---------|-----------|--|
| Battery | BHF-11060 | |
| | | |





BMW i8 (1112, 1115) B38K15 (170 kW) 03/18









X5 30d X Mild-Hybrid (G06, F96) B57D30B, JA1 08/'20 -

| Cabin | CAC-30120 |
|-------|-------------|
| Cabin | CAC-30120-S |
| Oil | EO-30300 |

BMW 320e xDrive

20/'21 -A-30340











Volt 1.4L A14XFL 10/'11 -

| Cabin | CA-65210 | |
|-------|----------|--|
| Oil | C-1552 | |







MITSUBISHI Outlander 2.4L 4B12 18

| Air | A-58380 | (Text |
|-------|----------|-------|
| Cabin | CA-18210 | |
| Oil | C-1011 | |







SAIC **PILOT 500 PHEV** '21 -



CA-89290 Cabin

SAIC MG6 19 -



Cabin CA-89270

SAIC Roewe ei6 17 -





TOYOTA Prius

1.8L 2ZR-FXE '12 - '16

| Air | A-33880 |
|-------|----------|
| Cabin | CA-1114 |
| Oil | EO-11050 |



TOYOTA Prius

1.8L 2ZR-FXE '17-

| Air | A-33750 |
|---------|-----------|
| Battery | BHF-11020 |
| Cabin | CA-11380 |
| Oil | C-1109 |

BHF-11050



TOYOTA **RALINK** 1.8L

Battery



VOLVO XC90 2.0 T8 Hybrid B4204 T34 04/18 -

| Air | A-24260 |
|-------|----------|
| Cabin | CA-24110 |



May not be a direct cross. Please refer to your engine manual book. All mages not are for illustrative purpose only and may differ from the actual.





KNOW OUR MARKET – MAIN HEAVY EQUIP. RANGE & SUB-RANGE

Range:

Construction



Mining



Agriculture



Forestry



Other Industry



Sub-Range (Equiptment Type):

Construction





Wheel



Loader



Crane



Asphalt Finisher



Excavator/ Shovel



Mining

Dump Truck



Articulated **Dump Truck**



Agriculture





Combine Harvester



Forestry

Skidder



Other

Industry

Forklift



Harvester



Telescopic



Grader

Excavator/

Shovel

4000

Dozer



Backhoe Loader

Compaction







Scraper

Mini

Excavator



Skid Steer



Wheel Loader



Dozer



Drill

Dragline



Buncher



PT SELAMAT SEMPURNA Tbk.

OTHER PRODUCTS



Dump Trucks, Hoists and Special Purpose Vehicles





OTHER PRODUCTS

Fuel Tank







Brake & Fuel Pipe



OTHER PRODUCTS





We spend most of our time indoors, where the air we breathe can be up to 5 times more polluted than outdoors.

Sakura Air Purifier reduces the transmission of airborne viruses and eliminate air pollutants at home, office and other indoor environments.



SAP-415 (Room size 7 - 15 m²)



SAP-524 (Room size 8 - 24 m²)



SAP-743 (Room size 28 - 43 m²)



SAP-796 (Room size 59 - 96 m²)



LIST OF OEM/OES

- ANTONIO CARRARO
- ATLAS COPCO
- BELL
- BOMAG
- CARRIER
- CLARK
- CNHI
- DAIHATSU
- DFSK
- Doosan
- GEHL

- GENERAL MOTORS
- HINO
- HITACHI
- HYSTER
- HYUNDAI
- ISEKI
- ISUZU
- KATO
- KOHLER
- KUBOTA
- LIEBHERR

- LIUGONG
- MANITOU
- MATHIEU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SUBARU
- SUMITOMO
- SUNWARD
- SUZUKI

- TAKEUCHI
- TOYOTA
- UD TRUCKS
- 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)

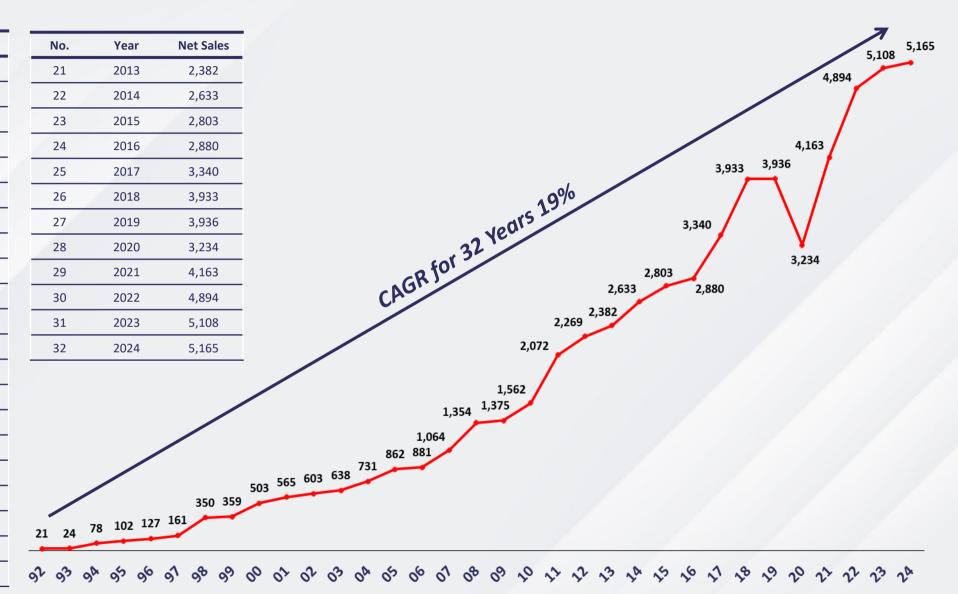
Radiators & Others

- 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)



YEARS OF CAGR SALES

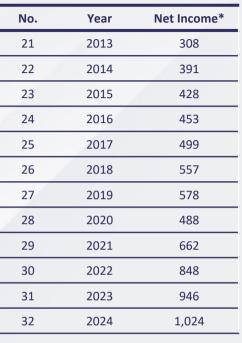
| No. | Year | Net Sales |
|-----|------|-----------|
| | 1992 | 21 |
| 1 | 1993 | 24 |
| 2 | 1994 | 78 |
| 3 | 1995 | 102 |
| 4 | 1996 | 127 |
| 5 | 1997 | 161 |
| 6 | 1998 | 350 |
| 7 | 1999 | 359 |
| 8 | 2000 | 503 |
| 9 | 2001 | 565 |
| 10 | 2002 | 603 |
| 11 | 2003 | 638 |
| 12 | 2004 | 731 |
| 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 |





32 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 |
| | | |





0.3 1.3 5 7 18 25





19 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% |
| 19 | 2023 | 691.04 | 944 | 73% |
| | 2024 | 547.07 ^{*)} | 1.024 | 53% |

- Paid quarterly dividend since 2015 = 39 times
- Increased annually for 19 years
- Total Dividend paid since 1996 Rp5.28 Trillion



Dividend Distribution within year 2024:

Final Dividend For 2023 Financial Year : IDR 230 Bio on July 16, 2024

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%.



691

^{*) 1}st Interim Dividend For 2024 Financial Year : IDR 144 Bio on May 28, 2024

^{*) 2&}lt;sup>nd</sup> Interim Dividend For 2024 Financial Year : IDR 202 Bio on August 21, 2024

^{*) 3&}lt;sup>rd</sup> Interim Dividend For 2024 Financial Year : IDR 202 Bio on November 21, 2024

CONTINUOUS IMPROVEMENT OF CORPORATE GOVERNANCE SCORE

[Assessment by IICD]



SCORE (POINTS)

| | MIN. REQUIREMENT | FAIR | GOOD | VERY GOOD | LEADERSHIP IN CG |
|---------------------------------------|--|--|---|---|---------------------------------------|
| , , , , , , , , , , , , , , , , , , , | Comply the minimum standards according to laws and regulations | There is a strong awareness and efforts to adopt international standards | Has adopted some of the international standards | Has fully adopted the international standards | Exceeding level 1 (Structure of ACGS) |
| | (Level 1) 60.00 - 69.99 | (Level 2) 70.00 - 79.99 | (Level 3) 80.00 - 89.99 | (Level 4) 90.00 - 100.00 | (Level 5) > 100 |



ESG RATING - IMPROVE

[Sustainalytics ESG Risk Rating Report]



factors

SUMMARY PERFORMANCE 2024

| | Position as of December 31 st ,2024 | | Changes |
|------------------------|--|---|---------|
| Net Sales | IDR 5.16 T | | 1.11% |
| Profit for the Period* | IDR 1,02 T | 1 | 8.27% |
| EPS | IDR 178 | 1 | 8.27% |

^{*} attributable to owners of the parent entity

COMPARATIVE FINANCIAL HIGHLIGHTS

| Financial Highlights | 2024 | 2023 | Increase/ (Decrease) | % | 2022 | 2021 | 2020 |
|---|--------------|--------------|-------------------------|------------------|--------------|--------------|--------------|
| Net Sales | 5,165 | 5,108 | 57 | 1.11% | 4,894 | 4,163 | 3,234 |
| Gross Profit | 1,914 | 1,837 | 77 | 4.20% | 1,605 | 1,337 | 1,037 |
| Operating Profit | 1,375 | 1,282 | 93 | 7.24% | 1,174 | 931 | 693 |
| Profit for the year attributable to: Owners of the parent entity Non-controlling Interest | 1,024 94 | 946 92 | 78 1 | 8.27% 1.49% | 848 88 | 662 66 | 488 51 |
| Total Comprehensive Income for the year attributable to: Owners of the parent entity Non-controlling Interest | 1,040 102 | 926 87 | 114 15 | 12.32% 17.24% | 860 93 | 650 60 | 501 54 |
| Current Assets | 3,600 | 3,321 | 279 | 8.41% | 3,133 | 2,795 | 2,295 |
| Total Assets | 4,964 | 4,589 | 375 | 8.17% | 4,393 | 3,869 | 3,376 |
| Current Liabilities | 769 | 647 | 123 | 19.02% | 708 | 669 | 398 |
| Total Liabilities | 1,038 | 947 | 91 | 9.57% | 1,063 | 957 | 727 |
| Equity attributable to: Owners of the company entity Non-controlling Interest | 3,473 453 | 3,227 414 | 245 39 | 7.61% 9.41% | 2,908 423 | 2,521 391 | 2,274 374 |
| EPS | 178 | 164 | 14 | 8.27% | 147 | 115 | 85 |



FINANCIAL RATIO

| Financial Ratio | 2024 | 2023 | 2022 | 2021 | 2020 |
|-------------------------|------|------|------|------|------|
| Net Sales Growth | 1% | 4% | 18% | 29% | -18% |
| Total Asset Growth | 8% | 4% | 14% | 15% | 9% |
| Total Equity Growth | 8% | 9% | 14% | 10% | 8% |
| Gross Profit Margin | 37% | 36% | 33% | 32% | 32% |
| Operating Margin | 27% | 25% | 24% | 22% | 21% |
| Profit Margin* | 20% | 19% | 17% | 16% | 15% |
| Return on Assets | 23% | 23% | 21% | 19% | 16% |
| Return on Equity* | 26% | 26% | 25% | 23% | 18% |
| Total Debt/Total Assets | 21% | 21% | 24% | 25% | 22% |
| Total Debt/Total Equity | 26% | 26% | 32% | 33% | 27% |
| Current Ratio | 468% | 514% | 443% | 418% | 576% |



SALES PERFORMANCE 2024

| Sales (IDR) | | | | Increase / (Decrease) | | |
|-------------|-------|------|-------|-----------------------|-----|-------|
| Market | 2024 | % | 2023 | % | IDR | % |
| Domestic | 2,050 | 40% | 2,035 | 40% | 15 | 0.70% |
| Overseas | 3,115 | 60% | 3,073 | 60% | 42 | 1.38% |
| Total | 5,165 | 100% | 5,108 | 100% | 57 | 1.11% |

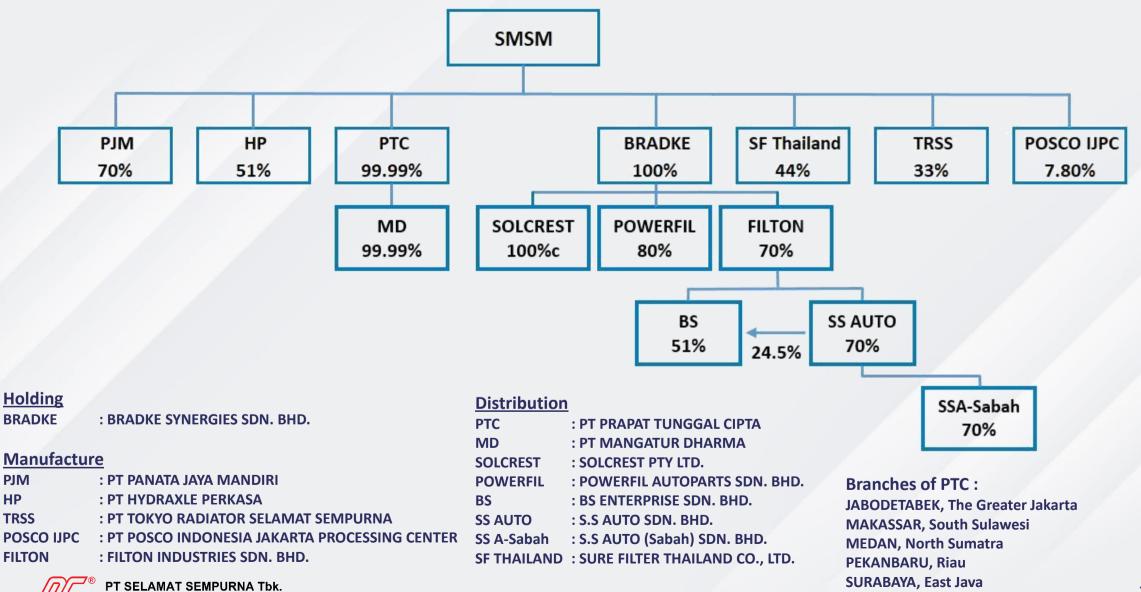
| Product | | Sales | (IDR) | Increase / (Decrease) | | |
|---------------|---------|-------|---------|-----------------------|-------|----------|
| Product | 2024 | % | 2023 | % | IDR | % |
| Filter | 3,862 | 75% | 3,725 | 73% | 137 | 3.64% |
| Radiator | 544 | 11% | 449 | 9% | 95 | 21.28% |
| Body Maker | 266 | 5% | 360 | 7% | (94) | (26.05%) |
| Trading | 1,594 | 31% | 1,485 | 29% | 109 | 7.30% |
| Others | 227 | 4% | 233 | 5% | (6) | (2.58%) |
| (Elimination) | (1,328) | (26%) | (1,144) | (22%) | (184) | (16.01%) |
| Total | 5,165 | 100% | 5,108 | 100% | 57 | 1.11% |

SALES BY GEOGRAPHICAL

| Geographical | 20 | 24 | 20 | Increase/ | |
|--------------|-------|------|-------|-----------|------------|
| | IDR | % | IDR | % | (Decrease) |
| Domestic | 2,050 | 40% | 2,035 | 40% | 0.70% |
| Overseas | | | | | |
| Asia | 1,169 | 22% | 1,329 | 26% | (12.04%) |
| America | 819 | 16% | 743 | 15% | 10.20% |
| Europe | 629 | 12% | 533 | 10% | 17.90% |
| Australia | 402 | 8% | 369 | 7% | 9.02% |
| Africa | 96 | 2% | 99 | 2% | (2.24%) |
| Total | 5,165 | 100% | 5,108 | 100% | 1.11% |



STRUCTURE OF SMSM WITH THE SUBSIDIARIES & ASSOCIATES [31 DEC 2024]



PJM

HP

ACHIEVEMENT 2024

| Month | Achievement |
|----------|--|
| February | PT Panata Jaya Mandiri (subsidiary of PT Selamat Sempurna Tbk) has been awarded |
| | with "The Best OES Delivery Performance in 2023" by PT Isuzu Astra Motor Indonesia. |
| March | "The Best Quality Performance FY 2023" from PT Yanmar Diesel Indonesia. |
| April | "The Best Contribution 4W" from PT Suzuki Indomobil Sales. |
| | "The Best Six Investortrust Companies 2024" by Investortrust.id. |
| May | "The Good Delivery Supplier" & "The Good Quality Supplier" from PT Mitsubishi Kramayudha Motors and Manufacturing. |
| June | The 2024 Bisnis Indonesia Award (BIA) "Agility in Uncertainty" as the Best Listed |
| | Company in Automotive and Components Sector. |
| November | "Best Overall" dan "Top 50 Mid Capitalization Public Listed Company" dalam acara |
| | "The 15 th IICD Corporate Governance Conference & Award 2024". |



OFFICIAL STORES

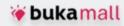


Q Sakura Filter Indonesia











Thank You

Visit us at www.smsm.co.id



Follow us at <a>O @sakurafilter.indonesia

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This presentation may contain statements regarding the business of PT Selamat Sempurna Tbk ("The Company") and its subsidiaries that are of a forward-looking nature and are therefore based on management's assumptions about future developments. Forward-looking statements involve certain risks and uncertainties because they relate to future events. Actual results may vary materially from those targeted, expected or projected due to several factors. Potential risks and uncertainties includes such factors as general economic conditions, foreign exchange fluctuations, interest rate changes, commodity price fluctuations and regulatory developments. The reader and/or listener is cautioned to not unduly rely on these forward-looking statements. We do not undertake any duty to publish any update or revision of any forward-looking statements.