Investor Relations FY 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

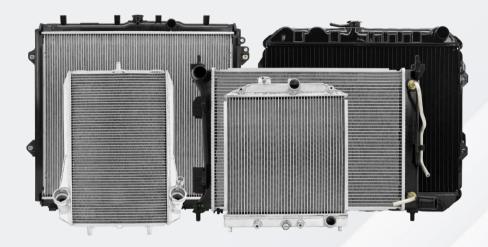
Filters: 96 millions pieces per year

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.





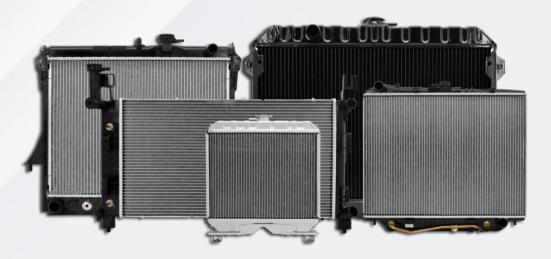




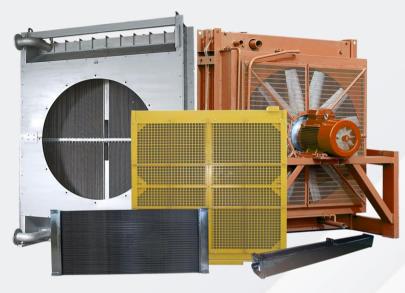
THERMAL SYSTEM PRODUCT RANGE



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



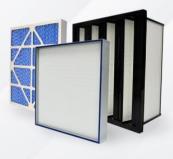
FUEL FILTER/
WATER SEPARATOR



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



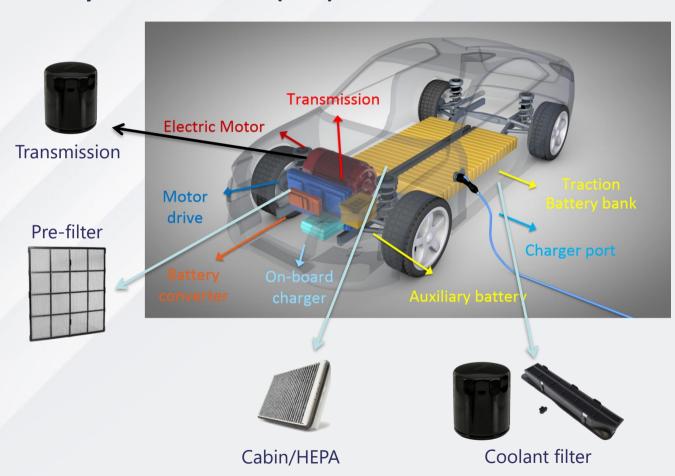




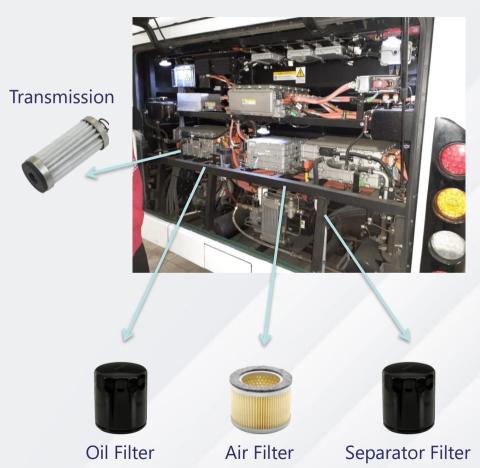


The Filters for Electric Vehicle (EV)

Battery Electric Vehicle (BEV)



Electric buses



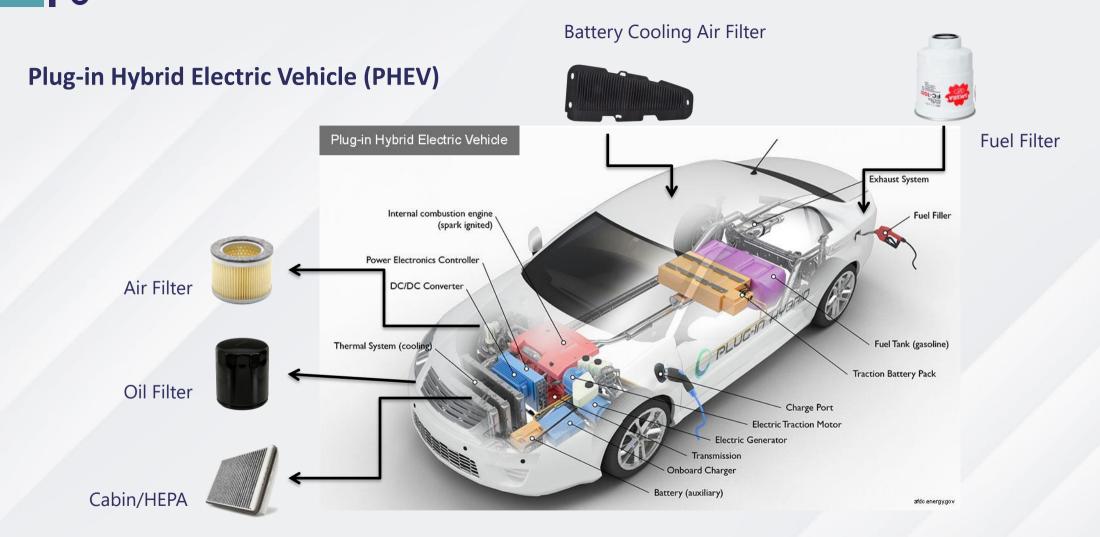


Note: The Pictures are just for illustrative purposes.

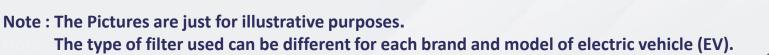
The type of filter used can be different for each brand and model of electric vehicle (EV).



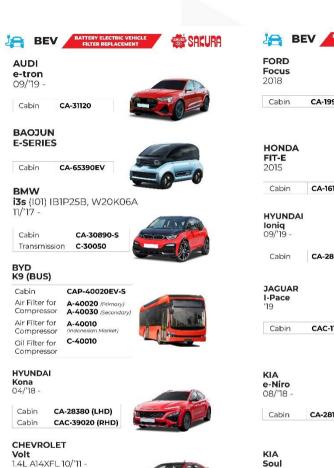
The filters for electric vehicle (eV)



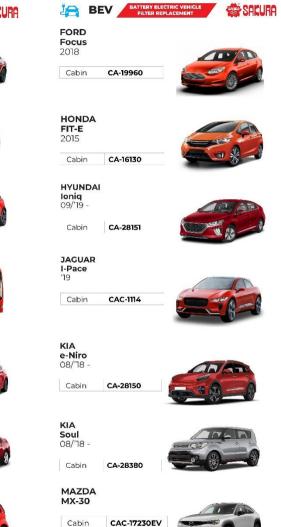




SOME MODELS OF ELECTRIC VEHICLES (EV) AND ITS FILTERS













CA-31100

Cabin



CA-65210

CAC-10130

C-1552

Cabin

CITROEN

C-Zero

12/10 -

Cabin

Oil



SOME MODELS OF ELECTRIC VEHICLES (EV) AND ITS FILTERS



FILTER REPLACEMENT





SKODA Citigo e iV EBMA 10/19 -





VOLKSWAGEN e-up (BL14E1) EABA 07/13 -

Cabin CA-31100



WULING Hongguang Mini EV 2020













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 -

23	
Air	A-16930
Oil	C-1002



NISSAN e-Power

1.2 Hybrid HP12 '20

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







TOYOTA

Camry

.5L A25A	4-FXS 17 -	
Air	A-33430	1
Battery	BHF-11010	44
Cabin	CA-11380	
Oil	C-47030	

TOYOTA C-HR

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

TOYOTA Comfort

NTP.

NTP10R-AHXDN '17-		
Air	A-33430	
Battery	BHF-11040	
Cabin	CA-11380	

Oil TOYOTA Corol

1.8L 4 Air

C-1109

Corolla Cr 1.8L 4cyl 10	ross 6V DOHC VVT-i '20	
Air Battery	A-3370 BHF-11030	
Cabin Oil	CA-11380 C-1109	

TOYOTA Innova Zenix

IIIIOVA ZEIIIX	
Air	A-33430
Cabin	CA-11380
Oil	C-47030



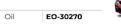
TOYOTA RAV 4 2.5L L4

Battery





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







BMW

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

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

BMW





BMW 330e. 530e xDrive





BYD D9



CHEVROLET

Volt 1.4L A14XFL 10/'11 -

Cabin	CA-65210
Oil	C-1552

MAZDA MX-30

Cabin CAC-1730EV



MITSUBISHI Outlander 2.4L 4B12 18

Air	A-58380
Cabin	CA-18210
Oil	C-1011









CA-89290 Cabin

PILOT 500 PHEV

SAIC MG6 19 -

SAIC

'21 -



Cabin CA-89270

SAIC Roewe ei6 17 -

Cabin



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



TOYOTA RALINK

1.8L

.8L		
Battery	BHF-11050	

VOLVO XC90 2.0 T8 Hybrid B4204 T34 04/18 -

Air A-2426



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

Agriculture



Other Industry



Sub-Range (Equiptment Type):

Construction





Excavator/ Shovel



Wheel Loader



Crane



Asphalt Finisher



Excavator/ Shovel



Mining

Dump Truck



Articulated **Dump Truck**





Combine Harvester

Tractor

Forestry





Skidder



Forklift



Harvester



Buncher





Grader

4000

Dozer



Compaction









Mini

Excavator



Skid Steer



Wheel Loader



Dozer





Dragline

Drill



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)

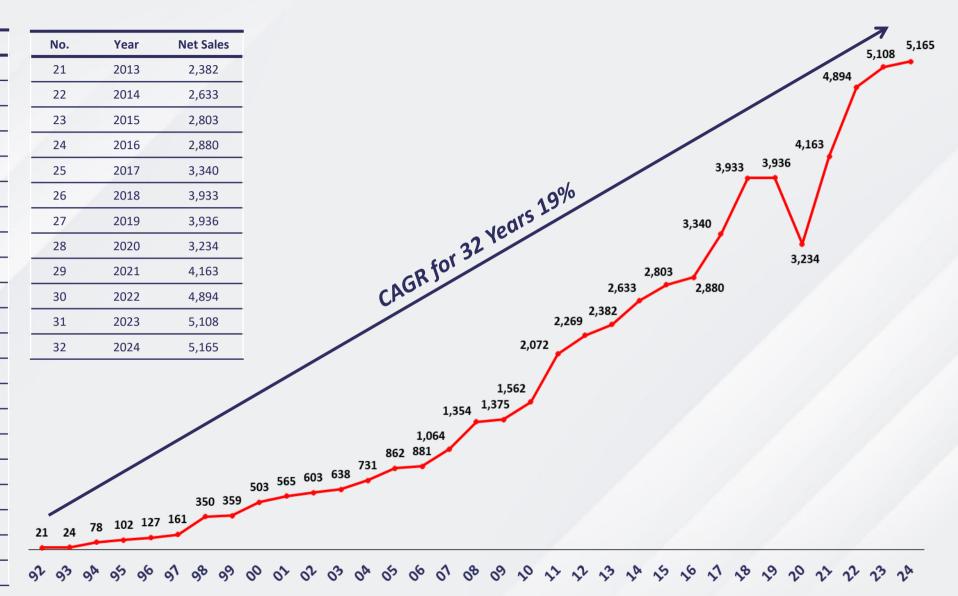
Radiators & Others

- 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

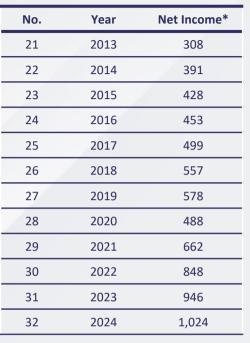
No.	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1,064
16	2008	1,354
17	2009	1,375
18	2010	1,562
19	2011	2,072
20	2012	2,269





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	2021 403.11 662		61%

No.	Book Year	Dividend		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

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

*) 2nd Interim Dividend For 2024 Financial Year : IDR 202 Bio on August 21, 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

^{*) 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

by ESG factors

by ESG factors

by ESG factors

by ESG factors

SUMMARY PERFORMANCE 2024

	Position as of December 31 st ,2024		Changes
Net Sales	IDR 5.16 T	1	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

Mouleot	1	Sales	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%

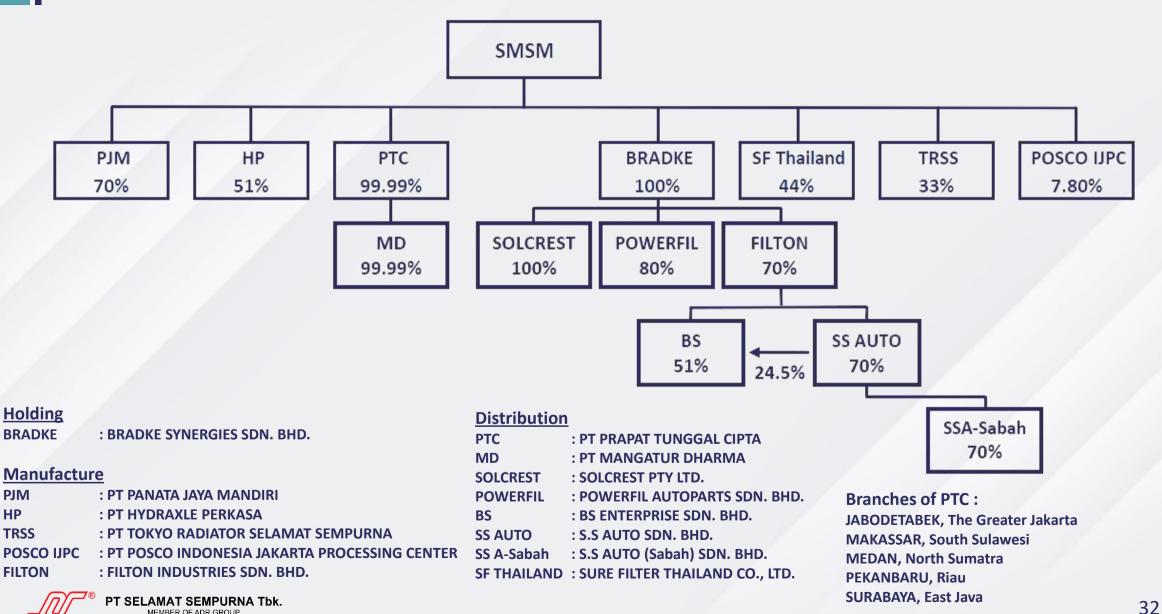
Product		Sales	Increase / (Decrease)			
	2024	%	2023	%	IDR	%
Filter	3,862	75%	3,725	73%	137	3.64%
Radiator	544	11%	449	9%	95	21.28%
Body Maker	266	5%	360	7%	(94)	(26.05%)
Trading	1,594	31%	1,485	29%	109	7.30%
Others	227	4%	233	5%	(6)	(2.58%)
(Elimination)	(1,328)	(26%)	(1,144)	(22%)	(184)	(16.01%)
Total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

SALES BY GEOGRAPHICAL

Geographical	2024		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]



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.