

Indonesia Investor Conference 2018

Mandarin Oriental Hotel

03-04 May 2018



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 (Rp.)
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 (Rp)
Authorized	8.000.000.000	25	200.000.000.000
Paid-Up	5.758.675.440	25	143.966.886.000
Market Cap	5.758.675.440	1.345	7.745.418.466.800
<i>(at the closing 31 March 2018)</i>			

Composition of Shareholders

Shareholders	Number of Shares Issued and Fully Paid	%	Amount
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 Mar 31, 2018	Number of Investors	%	Number of Shares	%
Foreign Institutions	80	4,398%	974.186.412	16,917%
Local Institutions	37	2,034%	3.840.633.668	66,693%
Foreign Individuals	14	0,770%	11.426.760	0,198%
Local Individuals	1.671	91,864%	927.106.612	16,099%
Pension Fund	3	0,165%	5.191.400	0,090%
Broker	14	0,770%	130.588	0,002%
Total	1.819	100%	5.758.675.440	100%

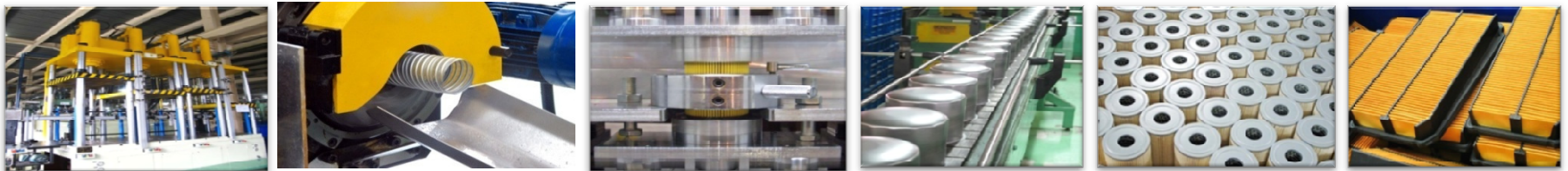
Production Plant - Indonesia



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 ± 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
- BEI BEN
- CARRIER
- CNHI
- CHEVROLET
- CMC
- DAIHATSU
- DOOSAN
- FOTON
- GEHL
- GREATWALL
- HINO
- HITACHI
- HONDA
- HUPPENKOTHEN
- HYUNDAI
- IHI
- ISEKI
- ISUZU
- JCB
- KIA
- KAITEC
- KOBELCO
- KUBOTA
- LINDE
- LONKING
- MAN
- MANITOU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SDE
- SHAN TUI
- SUMITOMO
- SUZUKI
- TAKEUCHI
- TCM
- TCIM
- TEREX
- 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)

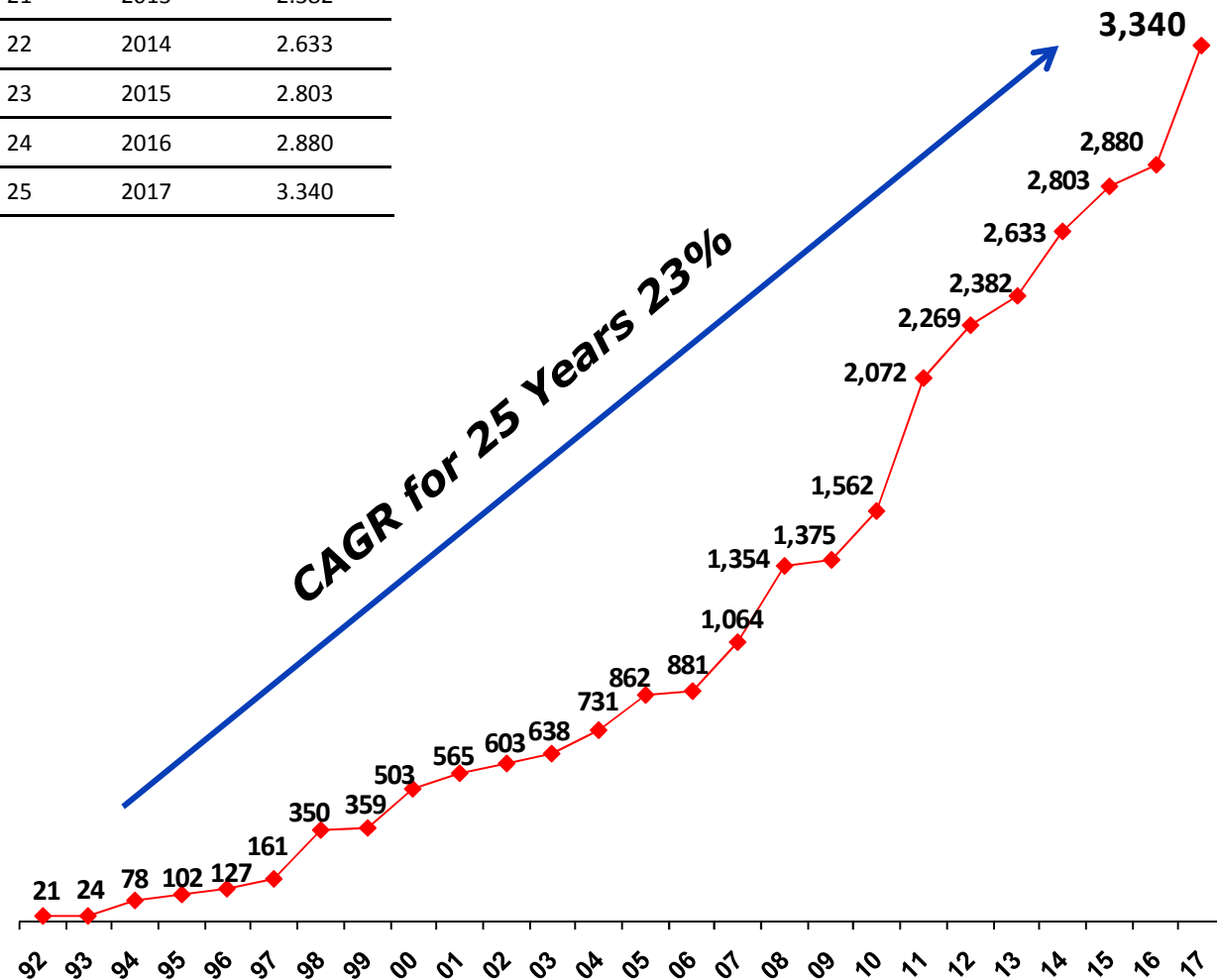
Radiators & Others

- **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)

25 Years Consecutive Sales Growth

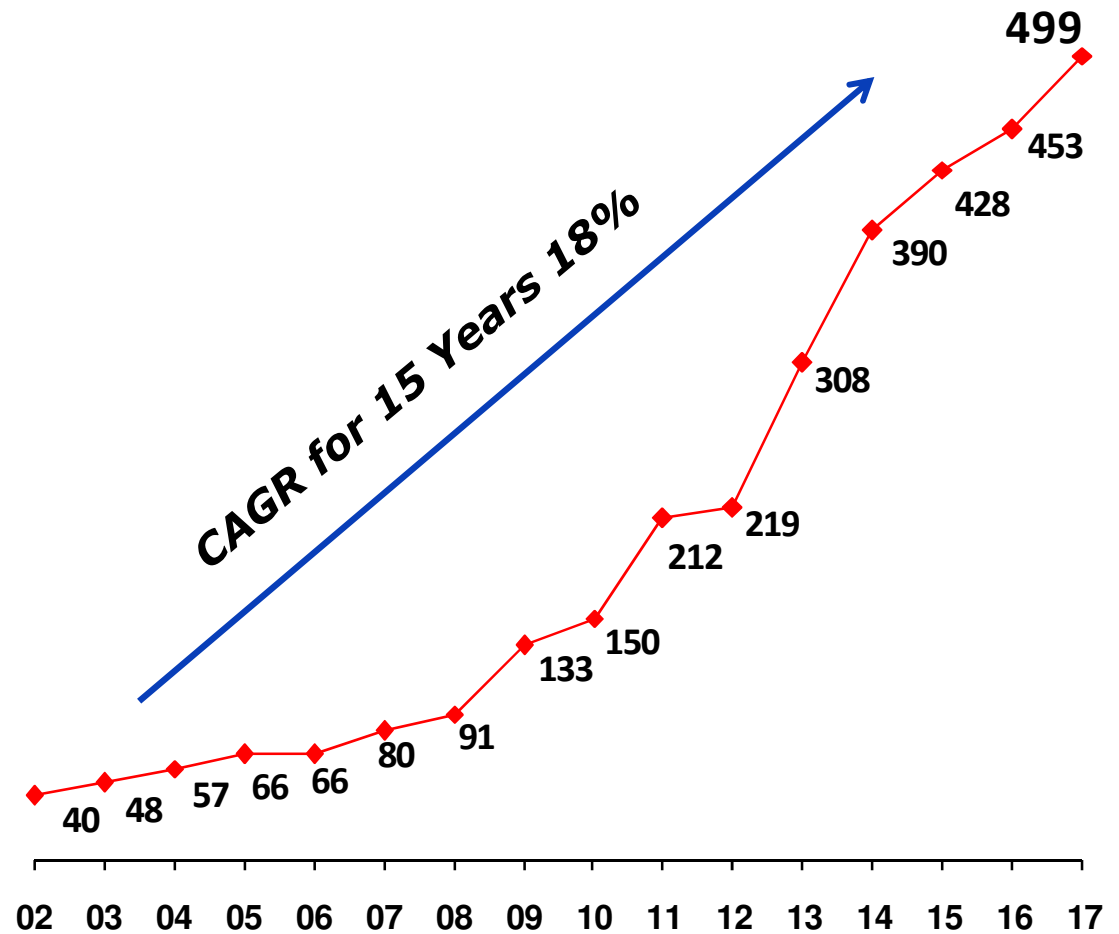
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

No	Year	Net Sales
21	2013	2.382
22	2014	2.633
23	2015	2.803
24	2016	2.880
25	2017	3.340



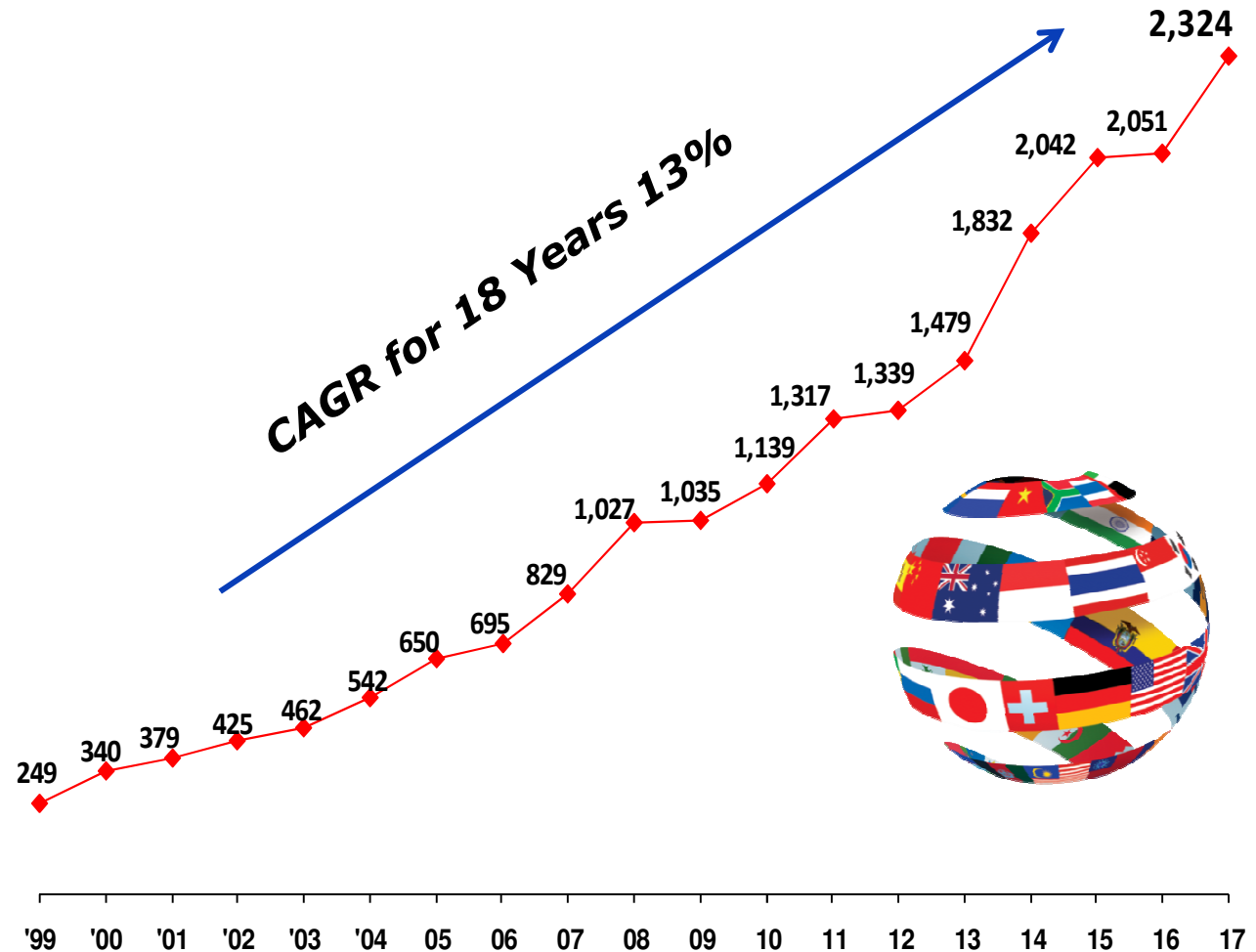
15 Years Consecutive Net Income

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



18 Years Consecutive Export Sales Growth

No	Year	Export 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



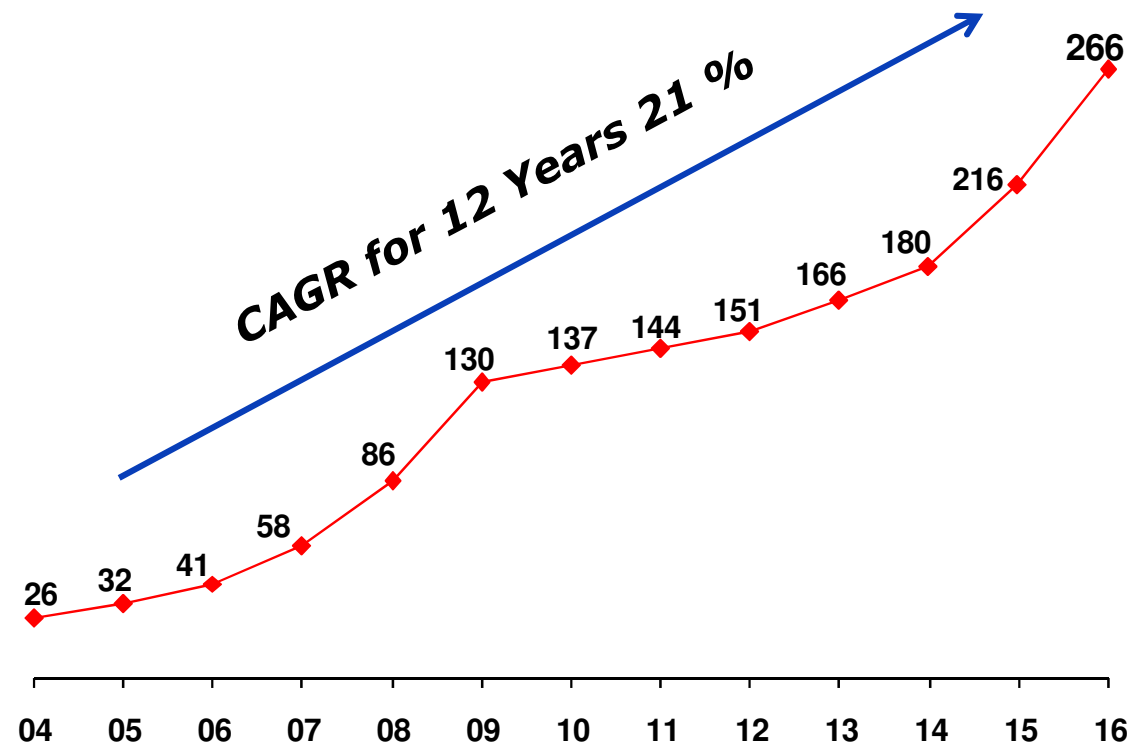
12 Years Consecutive Dividend Payment Growth

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%
	2017	230*	499	46%
	2018	58**	119	48%

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 12 years



Dividend Distribution on year 2017 :

Final Dividend For Book Year 2016 : IDR 58 Bio on May 24, 2017

***1st Interim Dividend For Book Year 2017 : IDR 58 Bio on May 30, 2017**




***2nd Interim Dividend For Book Year 2017 : IDR 86 Bio on Aug 24, 2017**

***3rd Interim Dividend For Book Year 2017 : IDR 86 Bio on Nov 24, 2017**

Final Dividend For Book Year 2017 will be declare on AGMS

**** Interim Dividend For Book Year 2018 : IDR 58 Bio on May 25, 2018**

Summary Performance Q1 2018

	Position as per 31 Mar' 18		Changes
Net Sales	Rp. 888 B		17,28 %
Net Income*	Rp. 119 B		6,35%
EPS	Rp. 21		6,35%

** attributable to Owners of the Parent entity*

Comparative Financial Highlights

Financial Highlights	Compare Q to Q		Compare Q to Y	
	Q1'18	Q1'17	Q1'18	2017
Net Sales	888	757	888	3,340
Gross Profit	253	225	253	1,007
Income From Operations	178	165	178	723
Profit for the year attributable to :				
Owners of the parent entity	119	112	119	499
Non-controlling Interest	17	13	17	56
Total Assets	2,656	2,286	2,656	2,443
Total Current Assets	1,757	1,471	1,757	1,570
Total Liabilities	681	576	681	615
Total Current Liabilities	478	405	478	420
Equity attributable to :				
Owners of the parent entity	1,718	1,495	1,718	1,592
Non-controlling Interest	257	215	257	236
Earnings per Share	21	19	21	87

Amount In Billion Rupiah except EPS

Financial Ratio

	Compare Q to Q		Compare Q to Y	
	Q1'18	Q1'17	Q1'18	2017
Net Sales Growth	17%			
Total Asset Growth	16%		9%	
Equity Growth *)	15%		8%	
Gross Profit Margin	29%	30%	29%	30%
Operating Profit Margin	20%	22%	20%	22%
Net Income Margin *)	13%	15%	13%	15%
Return on Assets	5%	5%	5%	23%
Return on Equity *)	7%	8%	7%	31%
Total Debt / Total Assets	26%	25%	26%	25%
Total Debt / Equity	34%	34%	34%	34%
Current Ratio	368%	363%	368%	374%

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

Sales Performance Q1 2018

Market	Sales (Rp)				Increase /(Decrease)	
	Q1'18	%	Q1'17	%	Rp	%
Indonesia	308	35%	252	33%	56	22,10%
Overseas	580	65%	505	67%	75	14,88%
Total	888	100%	757	100%	131	17,28%

Product	Sales (Rp)				Increase /(Decrease)	
	Q1'18	%	Q1'17	%	Rp	%
Filter	658	74%	544	72%	114	20,95%
Radiator	75	8%	83	11%	(8)	(10,09%)
Body Maker	73	8%	50	6%	23	47,23%
Trading	210	24%	188	25%	22	11,51%
Others	104	12%	80	11%	24	29,45%
(Elimination)	(232)	(26%)	(188)	(25%)	43	23,06%
Total	888	100%	757	100%	131	17,28%

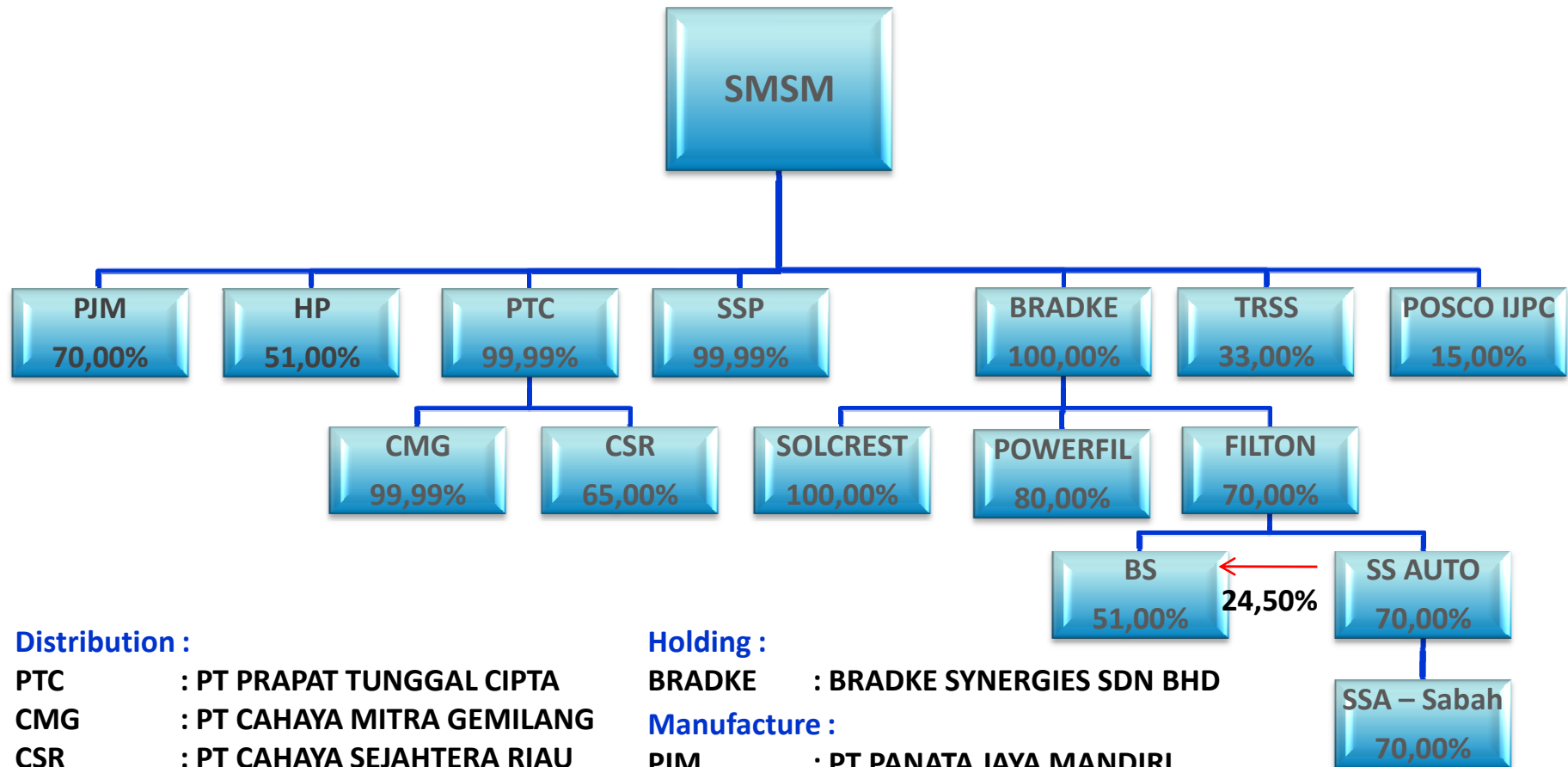
Amount In Billion Rupiah

Sales by Region

REGION	Q1'18		Q1'17		Inc / (Dec)
	Rp	%	Rp	%	
Indonesia	308	35%	252	33%	22,10%
Asia	272	31%	212	28%	28,28%
America	119	13%	127	17%	(6,09%)
Europe	104	12%	89	12%	17,59%
Australia	71	8%	66	9%	8,25%
Africa	13	1%	11	1%	16,93%
Total	888	100%	757	100%	17,28%

Amount in Billion Rupiah

Structure of Company with the Subsidiaries and Associates



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

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

PT Panata Jaya Mandiri – PJM (Subsidiary Company)

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

Financial Highlights	Q1'18(U)	Q1'17(U)	Inc/ (Decr) %
Net Sales	219	171	28,08%
Gross Profit	52	44	18,05%
Income From Operations	42	35	21,45%
Profit for the period	33	26	27,89%
Current Asset	346	290	19,08%
Total Asset	458	370	23,87%
Current Liabilities	105	80	32,08%
Total Liabilities	135	102	33,01%
Total Equity	323	268	20,39%

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	Q1'18(U)	Q1'17(U)	Inc/ (Decr) %
Net Sales	86	59	44,79%
Gross Profit	19	11	70,66%
Income From Operations	16	9	73,47%
Net Income	12	7	75,14%
Current Asset	146	93	56,14%
Total Asset	220	170	29,52%
Current Liabilities	47	23	103,37%
Total Liabilities	59	36	62,27%
Total Equity	161	134	20,62%

U = Unaudited

Amount in Billion Rupiah



PT SELAMAT SEMPURNA Tbk
MEMBER OF ADR GROUP



PT Prapat Tunggal Cipta– PTC (Subsidiary Company)

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

Financial Highlights	Q1'18(U)	Q1'17(U)	Inc/ (Decr) %
Net Sales	114	106	7,10%
Gross Profit	27	24	12,07%
Income From Operations	15	15	(0,34%)
Net Income	12	12	(0,24%)
Current Asset	205	174	17,54%
Total Asset	212	182	16,55%
Current Liabilities	58	40	43,68%
Total Liabilities	63	44	43,36%
Total Equity	149	138	7,99%

U = Unaudited

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	Q1'18(U)	Q1'17(U)	Inc/ (Decr) %
Net Sales	56	49	12,38%
Gross Profit	8	8	(1,02%)
Income From Operations	7	6	3,60%
Net Income	5	5	0,18%
Current Asset	72	69	4,08%
Total Asset	97	93	4,45%
Current Liabilities	15	23	(35,29%)
Total Liabilities	21	27	(24,64%)
Total Equity	79	65	16,64%

U = Unaudited

Amount in Billion Rupiah



PT SELAMAT SEMPURNA Tbk
MEMBER OF ADR GROUP

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	Q1'18 (U)	Q1'17 (U)	Inc/ (Decr) %
Net Sales	33	31	7,66%
Gross Profit	13	12	12,88%
Income From Operations	5	4	10,28%
Profit for the period	3	3	12,17%
Current Asset	71	72	(1,81%)
Total Asset	127	131	(2,80%)
Current Liabilities	25	29	(12,38%)
Total Liabilities	37	44	(15,64%)
Total Equity	90	87	3,71%

U= Unaudited

Amount in Million Ringgit Malaysia

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	Q1'18(U)	Q1'17(U)	Inc/ (Decr) %
Net Sales	23,47	20,4	14,70%
Gross Profit	1,01	1,20	(15,79%)
Income From Operations	0,34	0,54	(37,76%)
Net Income	(0,07)	0,46	(114,6%)
Current Asset	46,10	45,11	2,18%
Asset	60,54	60,06	0,81%
Current Liabilities	46,59	46,25	0,74%
Liabilities	47,00	46,55	0,98%
Equity	13,54	13,51	0,23%

U = Unaudited

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	Q1'18(U)	Q1'17(U)	Inc/ (Decr) %
Net Sales	25,07	17,67	41,88%
Gross Profit	6,17	4,25	45,43%
Income From Operations	2,59	1,65	57,70%
Net Income	2,08	0,58	255,77%
Current Asset	65,45	37,58	74,15%
Asset	91,48	67,54	35,45%
Current Liabilities	14,67	6,30	132,97%
Liabilities	17,48	7,29	139,76%
Equity	74,00	60,25	22,83%

U = Unaudited

Amount in Billion Rupiah

Achievement 2018

Month	
January	<ul style="list-style-type: none">• 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
April	<ul style="list-style-type: none">• The Best Vendor Performance 2017 by PT Suzuki Indomobil Motor• Appreciation and Recognition for Good Performance in 2017 by PT Suzuki Indomobil Motor

Thank You

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