



PT Selamat Sempurna Tbk [SMSM:IJ]

Investor Relation

2015 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 **115** 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

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

- BEI BEN
- CARRIER
- CASE NEW HOLLAND
- CATERPILLAR
- CHERY
- CHEVROLET
- CMC
- DAIHATSU
- FOTON
- GEHL
- GREATWALL
- HINO
- HITACHI
- HONDA
- HUPPENKOTHEN
- HYUNDAI
- IHI
- ISEKI
- ISUZU
- JCB
- KIA
- KOBELCO
- KOMATSU
- KUBOTA
- LINDE
- LONKING
- MAN
- MANITOU
- MAZDA
- MITSUBISHI
- NISSAN
- SDE
- SHAN TUI
- SUMITOMO
- SUZUKI
- TAKEUCHI
- TCM
- TCIM
- TEREX
- TOYOTA
- UD TRUCKS
- 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)

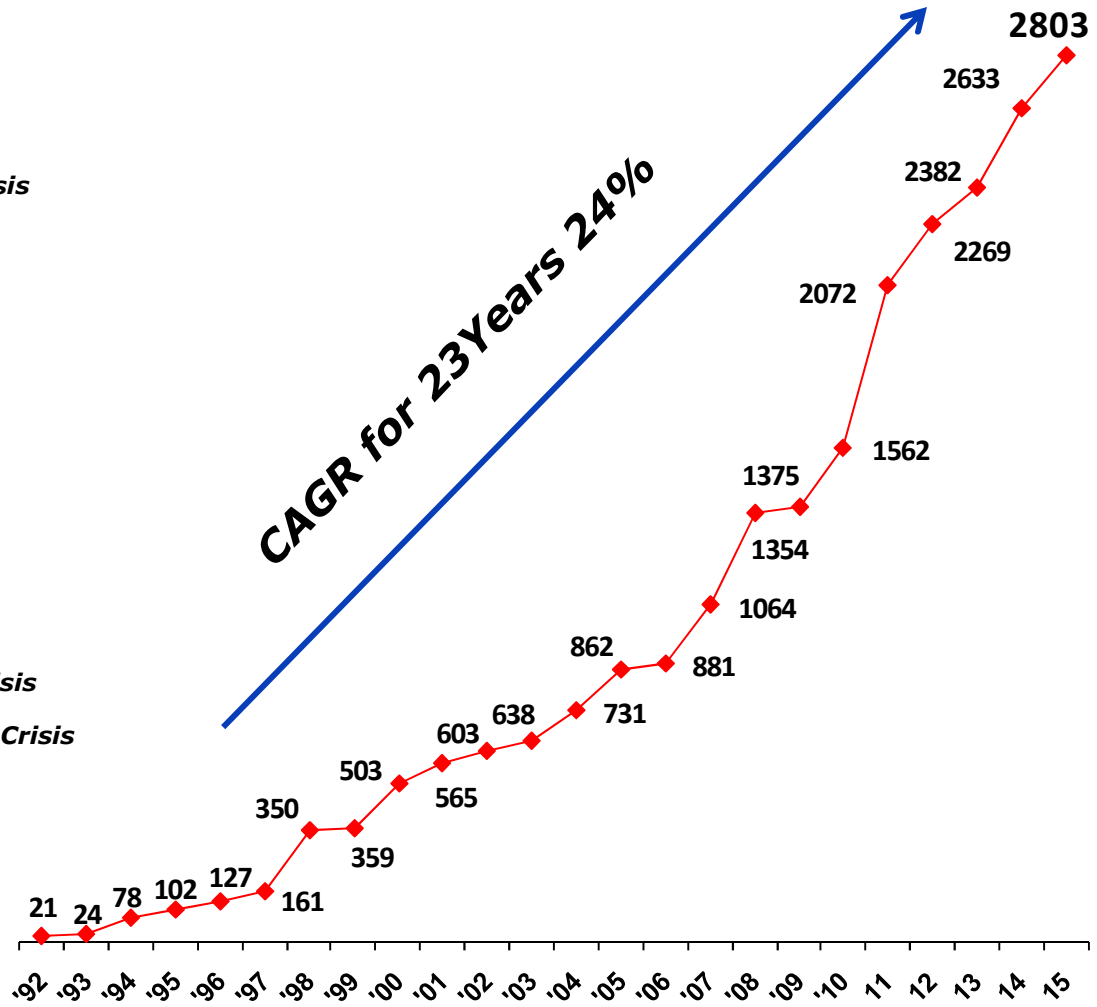
23 Years Consecutive Sales Growth

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
21	2013	2.382
22	2014	2.633
23	2015	2.803

→ Asia Crisis

→ USA Crisis

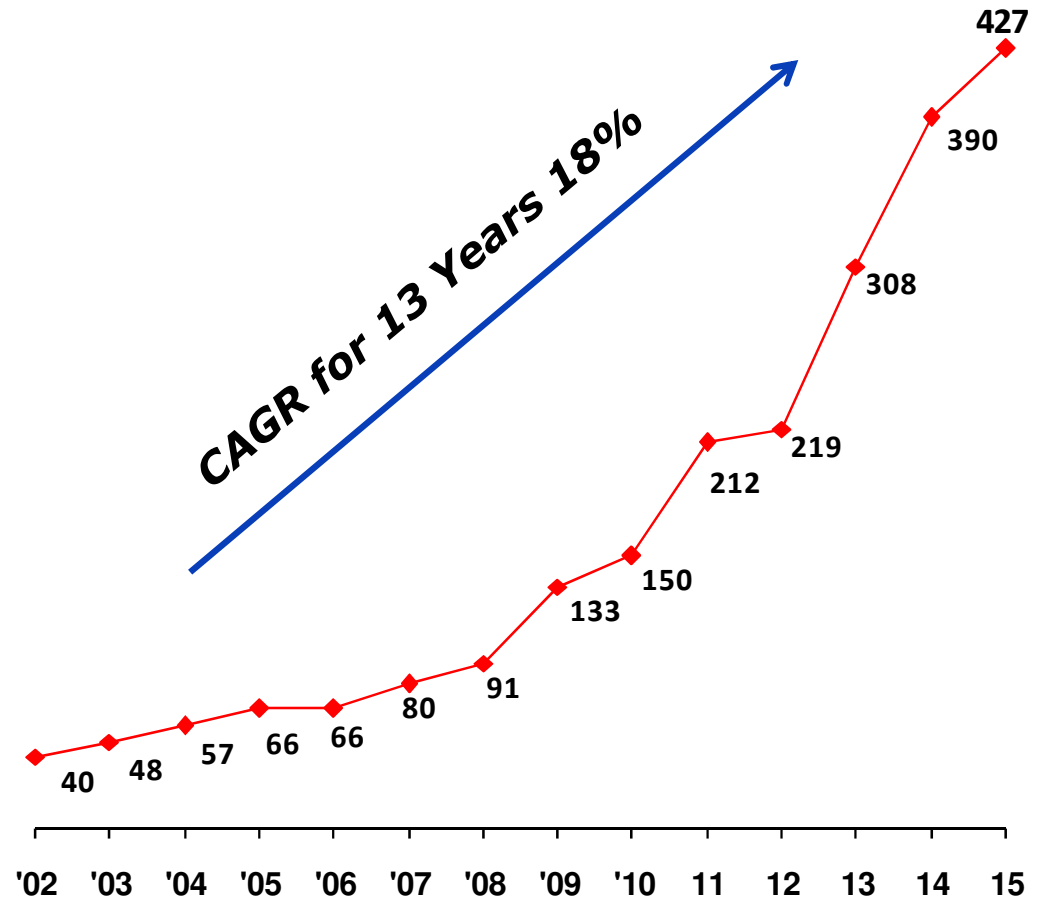
→ Europe Crisis



13 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	427

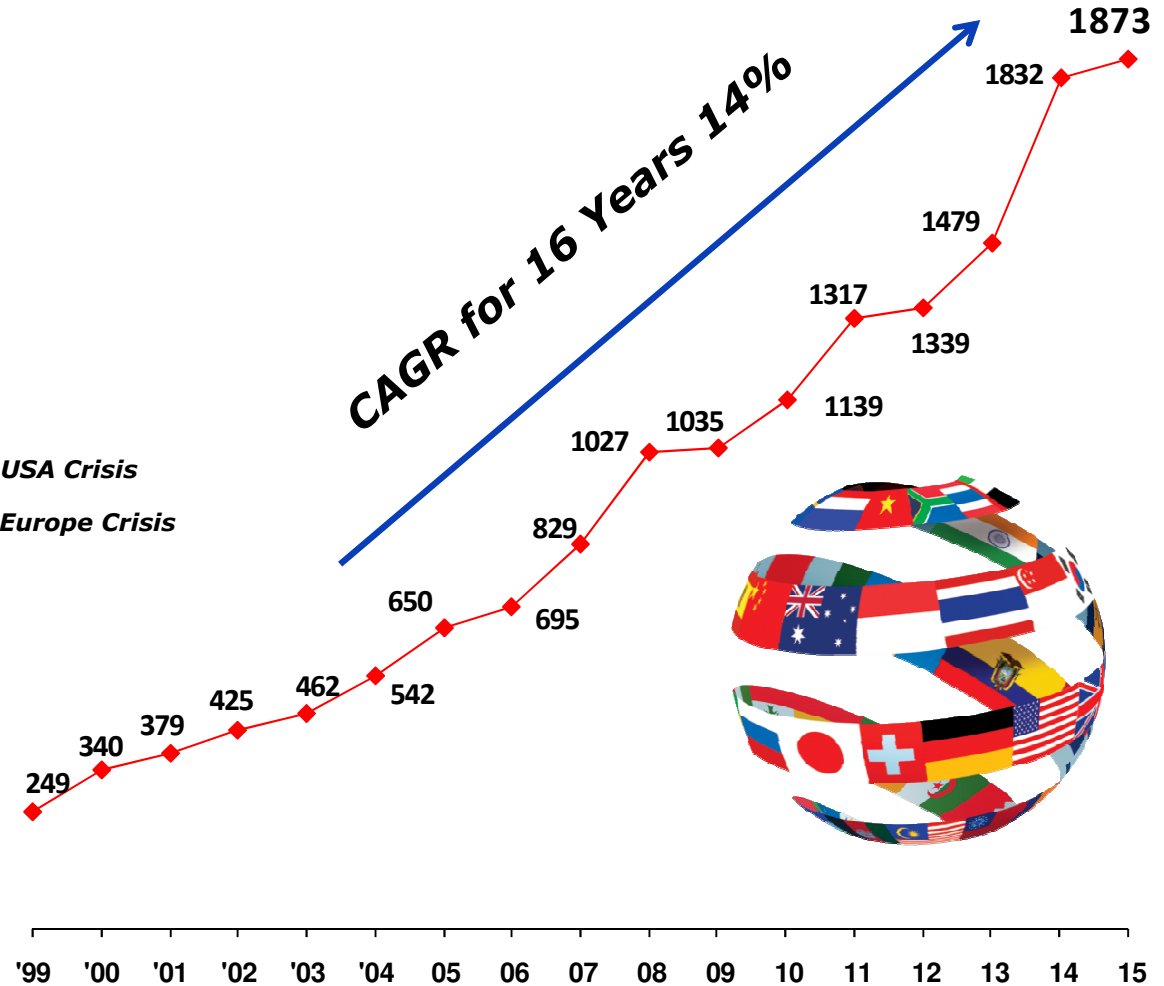
Amount in billion Rupiah



16 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	1.873

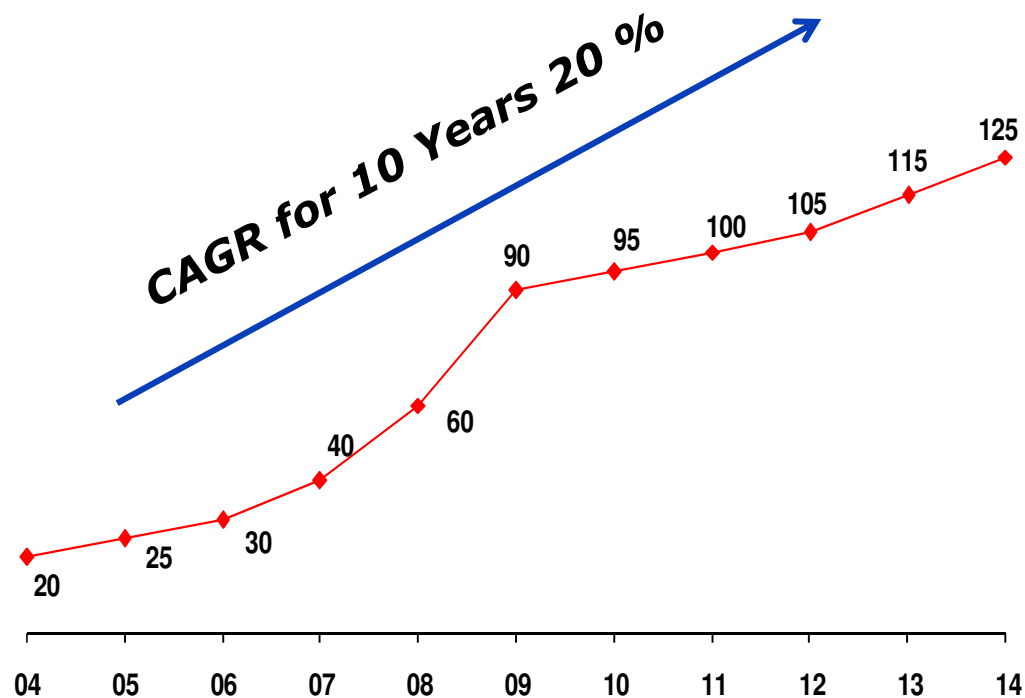
→ USA Crisis
→ Europe Crisis



Amount in Billion Rupiah

10 Years Consecutive Dividend Payment Growth

No	Financial Year	Total Dividend (In Bio IDR)	Dividend Per Share	Earning Per Share	Payout Ratio
	2004	25,97	20	44	45%
1	2005	32,47	25	46	49%
2	2006	41,08	30	46	62%
3	2007	57,59	40	56	72%
4	2008	86,38	60	64	94%
5	2009	129,57	90	92	98%
6	2010	136,77	95	104	91%
7	2011	143,97	100	140	71%
8	2012	151,27	105	162	65%
9	2013	165,56	115	214	54%
10	2014	179,96	125	271	46%
	2015	143,97	100*)	214	47%



***) Interim Dividend :**

1st Interim Dividend = IDR 50 per share on Oct 23, 2015




2nd Interim Dividend = IDR 50 per share on Dec 15, 2015

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%.

Summary Performance FY 2015

	Position as per 31 Des'15	Changes
Net Sales	Rp. 2.803 B 	6,46%
Net Income*	Rp. 428 B 	9,16%
EPS	Rp. 297 	9,16%

** Attributable to Equity Holders of Parent Company*

Comparative Financial Highlights

Financial Highlights	2015	2014	Var	%Var
Net Sales	2.803	2.633	170	6,46%
Gross Profit	870	785	84	10,75%
Income from Operation	603	567	36	6,34%
Net Income attributable to:				
Equity holders of the Parent Company	428	392	36	9,16%
Non-controlling Interest	34	30	3	10,82%
Current Asset	1.369	1.134	235	20,71%
Total Asset	2.220	1.758	462	26,31%
Current Liabilities	572	537	35	6,50%
Total Liabilities	780	636	144	22,71%
Equity attributable to :				
Equity holders of the Parent Company	1.220	983	237	24,11%
Non-controlling Interest	220	139	81	58,25%
EPS	297	271	26	9,16%

Amount In Billion Rupiah except EPS

Financial Ratio

Financial Ratio	2015	2014
Net Sales Growth	6%	-
Asset Growth	26%	-
Equity Growth	28%	-
Gross Profit Margin	31%	30%
Operating Income Margin	22%	22%
Net Income Margin *)	15%	15%
Return on Assets	21%	24%
Return on Equity *)	32%	38%
Total Debt / Total Asset	35%	36%
Total Debt / Total Equity	54%	57%
Current Ratio	239%	211%

** Attributable to Equity Holders of Parent Company*

Sales Performance 2015

Market	Sales (Rp)				Increase /(Decrease)	
	2015	%	2014	%	Rp	%
Export	1.870	67%	1.832	70%	38	2,05%
Local	933	33%	801	30%	132	16,54%
Total	2.803	100%	2.633	100%	170	6,46%

Product	Sales (Rp)				Increase /(Decrease)	
	2015	%	2014	%	Rp	%
Filter	2.102	75%	2.046	78%	56	2,74%
Radiator	402	14%	395	15%	7	1,73%
Body Maker	122	4%	136	5%	(15)	(10,80%)
Trading	503	18%	329	13%	173	52,61%
Others	288	10%	321	12%	(34)	(10,44%)
(Elimination)	(613)	22%	(595)	23%	(18)	3,00%
Total	2.803	100%	2.633	100%	170	6,46%

Amount In Billion Rupiah

Sales by Region

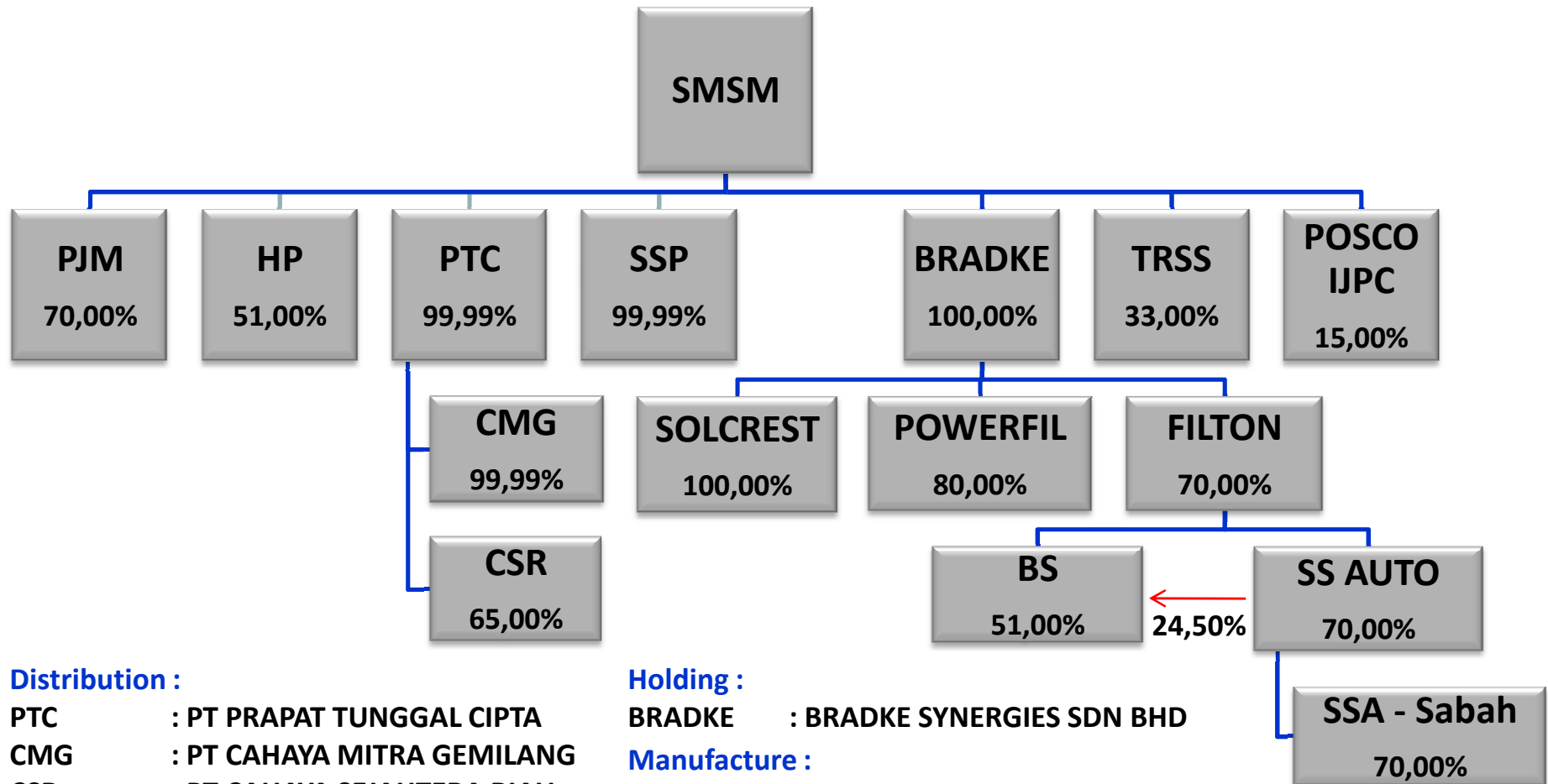
Continent	2015		2014		Increase /(Decrease)	
	Rp	%	Rp	%	Rp	%
Local	933	33,3%	801	30,4%	132	16,54%
Asia	787	28,1%	699	26,5%	88	12,56%
America	554	19,8%	532	20,2%	22	4,13%
Europe	335	11,9%	374	14,2%	(40)	(10,55%)
Australia	145	5,2%	190	7,2%	(45)	(23,66%)
Africa	49	1,8%	37	1,4%	(12)	32,99%
Total	2.803	100%	2.633	100%	170	6,46%

Amount in Billion Rupiah

Bond Information

Name	Obligasi Selamat Sempurna II Tahun 2010 Dengan Tingkat Bunga Tetap
Series and Maturity	<ul style="list-style-type: none"> • Seri A Rp.80.000.000.000,- Maturity 370 days [settle] • Seri B Rp.80.000.000.000,- Maturity 3 years [settle] • Seri C Rp.80.000.000.000,- Maturity 5 years
Interest	<ul style="list-style-type: none"> • Seri A 8,9% per year settled 13 July 2011 • Seri B 10,3% per year settled 08 July 2013 • Seri C 10,8% per year settled 08 July 2015
Interest basis	Quarterly basis
Guarantee	Clean basis
Proceeds of fund to	<ul style="list-style-type: none"> • Settlement of Bank Payable Rp180.000.000.000,- • Working Capital for payment of raw material, supporting material and finished good with maximum Rp 60.000.000.000,-
Listed on & Issuance Date	Indonesia Stock Exchange , July 09 th 2010
Bond rating	Pefindo has upgraded the ratings of SMSM to idAA (06 April 2015)

Structure of Company relationship with the Subsidiaries and Associates



Distribution :

PTC : PT PRAPAT TUNGGAL CIPTA
 CMG : PT CAHAYA MITRA GEMILANG
 CSR : PT CAHAYA SEJAHTERA RIAU
 SOLCREST : SOLCREST PTE LTD
 POWERFIL : POWERFIL 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	2015(A)	2014(A)	2013(A)	2012(A)	2011(A)
Net Sales	587	557	488	450	509
Gross Profit	142	133	118	106	116
Income From Operations	118	112	98	83	84
Net Income	88	84	73	62	61
Current Asset	225	215	239	181	200
Total Asset	305	294	312	260	281
Current Liabilities	58	76	69	43	53
Total Liabilities	76	62	81	54	65
Total Equity	229	218	231	206	216

Amount in Billion Rupiah A = Audited



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	2015 (A)	2014 (A)	2013 (A)	2012 (A)	2011 (A)
Net Sales	160	185	243	340	310
Gross Profit	18	26	39	63	43
Income From Operations	7	14	24	47	32
Net Income	6	12	20	34	22
Current Asset	101	89	135	147	102
Total Asset	184	179	230	250	196
Current Liabilities	19	16	20	14	80
Total Liabilities	29	21	24	19	84
Total Equity	155	158	206	231	112

Amount in Billion Rupiah

A = Audited



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	2015(A)	2014(A)	2013(A)	2012(A)	2011(A)
Net Sales	330	329	329	290	259
Gross Profit	67	67	49	39	34
Income From Operations	39	37	27	19	14
Net Income	28	26	20	13	10
Current Asset	152	169	138	120	113
Total Asset	159	176	144	126	119
Current Liabilities	48	94	84	72	56
Total Liabilities	52	98	87	75	58
Total Equity	107	78	56	50	61

Amount in Billion Rupiah

A = Audited



PT Selamat Sempurna Perkasa – SSP (Subsidiary Company)

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

Financial Highlights	2015(A)	2014(A)	2013(A)	2012(A)	2011(A)
Net Sales	184	183	138	115	108
Gross Profit	27	27	18	13	11
Income From Operations	23	22	11	7	5
Net Income	17	16	8	5	3
Current Asset	47	44	39	43	35
Total Asset	69	67	60	66	58
Current Liabilities	13	13	9	16	15
Total Liabilities	16	16	13	21	18
Total Equity	53	52	47	45	40

Amount in Billion Rupiah

A = Audited

Bradke Synergies Sdn Bhd – BRADKE (Subsidiary Company)

- ☐ SMSM owns a 100,00% stake in Bradke [since June 30, 2015]

Financial Highlights	2015 (A)	2014 (A)	2013 (A)	2012 (A)
Net Sales	116	118	117	117
Income From Operations	16	18	17	18
Net Income	11	8	6	9
Current Asset	66	60	65	59
Total Asset	121	114	120	116
Current Liabilities	27	24	33	28
Total Liabilities	42	42	53	48
Total Equity	79	53	50	50

Amount in Million Ringgit Malaysia

A = Audited

PT POSCO Indonesia Jakarta Processing Center (Associate Company)

- Established in 2005
- SMSM owns a 15% stake in POSCO IJPC
- Joint venture* with POSCO and DAEWOO International Corporation
- Scope of activities mainly steel processing

Financial Highlights	2015 (A)	2014 (A)	2013 (A)	2012 (A)	2011 (A)
Net Sales	68,67	69,34	73,56	67,89	58,29
Gross Profit	(0,10)	3,34	2,68	2,49	3,35
Net Income	(7,06)	(1,12)	(4,67)	(1,07)	0,13
Asset	60,33	82,47	85,26	65,64	45,61
Liabilities	52,33	67,42	69,08	44,79	39,19
Equity	7,99	15,06	16,17	20,84	6,42

Amount in Million USD

A = Audited



PT Tokyo Radiator Selamat Sempurna (Associate Company)

- ❑ Established in 2012 , Commercial Operation on June , 2013
- ❑ SMSM owns a 33% stake in TRSS
- ❑ *Joint venture* with Tokyo Radiator Mfg. Co. Ltd
- ❑ Scope of activities mainly manufacture heat exchanger for OE Market in Indonesia

Financial Highlights	2015 (U) Jan-Dec	2014 (U) Jan-Dec	2013 (U) Jan-Dec	Fiscal Year 2014 (A)	Fiscal Year 2013 (A)
Net Sales	74,79	67,24	14,54	76,98	29,07
Gross Profit	15,27	10,17	1,04	14,11	2,73
Net Income/(Loss)	5,64	(3,09)	(12,47)	5,31	(9,57)
Asset	77,45	74,61	69,33	77,50	69,82
Liabilities	24,70	60,54	52,18	57,81	55,44
Equity	52,75	14,07	17,15	19,69	14,38

Amount in Billion IDR

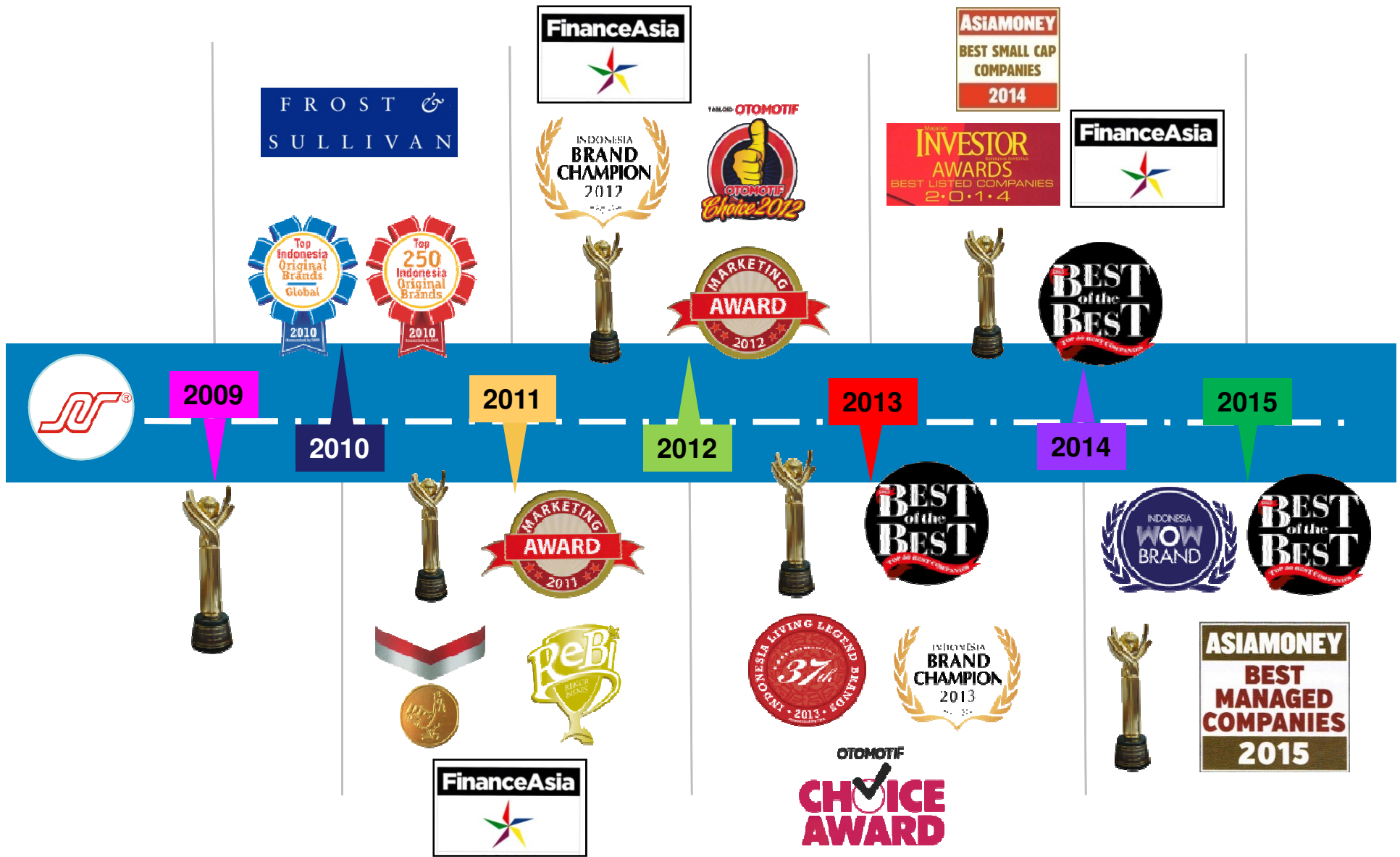
A = Audited [01 April – 31 March]

U = Unaudited [01 Jan – 31 Dec]

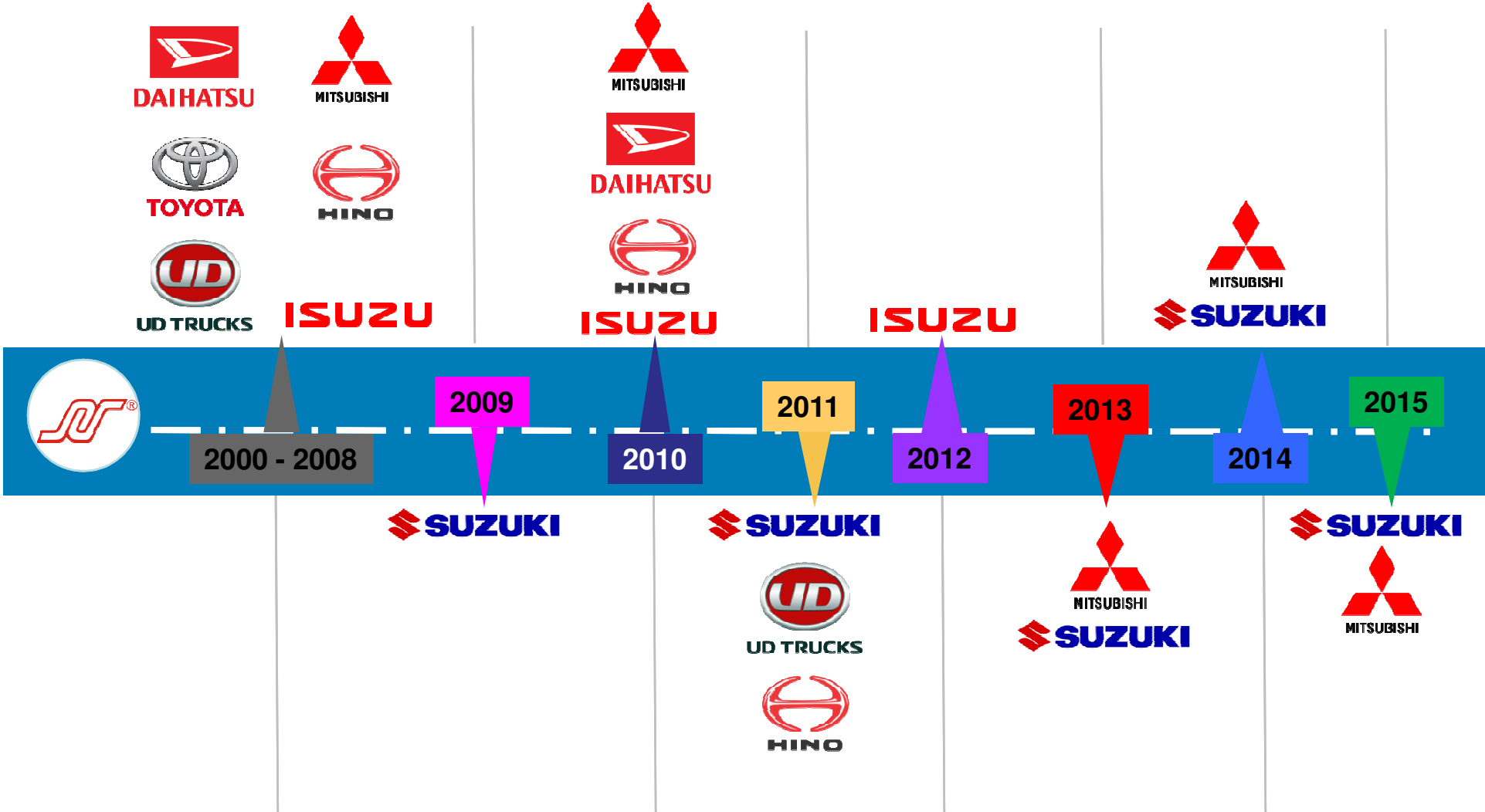
Milestone and Achievement 2015

Month	Description
Mar	<ul style="list-style-type: none"> • Appreciation for Zero Delay Delivery Achievement from PT Krama Yudha Tiga Berlian Motors • Appreciation for Zero PPM Quality Achievement from PT Krama Yudha Tiga Berlian Motors
Apr	<ul style="list-style-type: none"> • The Best Vendor Contribution for Automotive Parts 2014 from PT Suzuki Indomobil Motor • The Best Vendor Performance 2014 from PT Suzuki Indomobil Motor
Jun	Best Listed Company – Miscellaneous Industry Sector from MNC Business
Jul	<ul style="list-style-type: none"> • Settlement of Selamat Sempurna II Year 2010 Bonds Payable with fixed rate – C Series
Ags	<ul style="list-style-type: none"> • SAKURA : Indonesia’s World Class Brands - Top 20 Rising Global Stars from Forbes • One of 25 Stock Issuers listed on PEFINDO25 SME Index for period Aug 2015 – Jan 2016
Sep	<ul style="list-style-type: none"> • Best of the Best list, Top 50 best performing companies on the Indonesia Stock Exchange from Forbes <i>(for third consecutive years)</i> • Recognition for SAKURA as Gold Champion of Indonesia WOW Brands in Category Air Filter and Silver Brand in Category Oil Filter from Markplus Insight. • Asiamoney Best Managed Company for small-cap companies 2015 <i>(for second consecutive years)</i>
Oct	Primaniyarta Award 2015 <i>(for fifth consecutive years)</i>
Dec	<ul style="list-style-type: none"> • Awarded as one of The Top 50 Best Performing Companies at the Indonesia Stock Exchange from Forbes Magazine. • Trifecta Awards for the achievement Three Years in a Row <i>as one of “The Top 50 Best Performing Companies”</i> from Forbes Indonesia

Achievement for the Company & Brand 2009 - 2015



Appreciation from OEM/OES



Thank You

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