

PUBLIC EXP^{SE} LIVE 2023

Presenting 46 Listed Companies
Virtually Live

PT Selamat Sempurna Tbk (SMSM)

Thursday, 30th November 2023 | 04.00 - 04.45 p.m



PT SELAMAT SEMPUrna Tbk.
MEMBER OF ADR GROUP

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 **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 October 31, 2023	Number of Investors	%	Number of Shares	%
Foreign Institutions	184	4.23%	1,666,729,946	28.94%
Local Institutions	62	1.42%	3,126,229,882	54.29%
Foreign Individuals	16	0.37%	4,538,360	0.08%
Local Individuals	4,090	93.98%	961,177,252	16.69%
Total	4,352	100.00%	5,758,675,440	100.00%

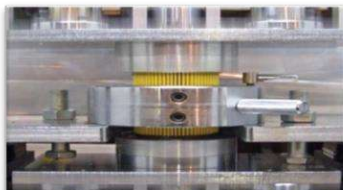
Production Plant - Indonesia



Kapuk Plant (Radiator Facilities)



Tangerang Plant (Filter Other Products & Subsidiaries)



- **Filters: 96 millions pieces per year**

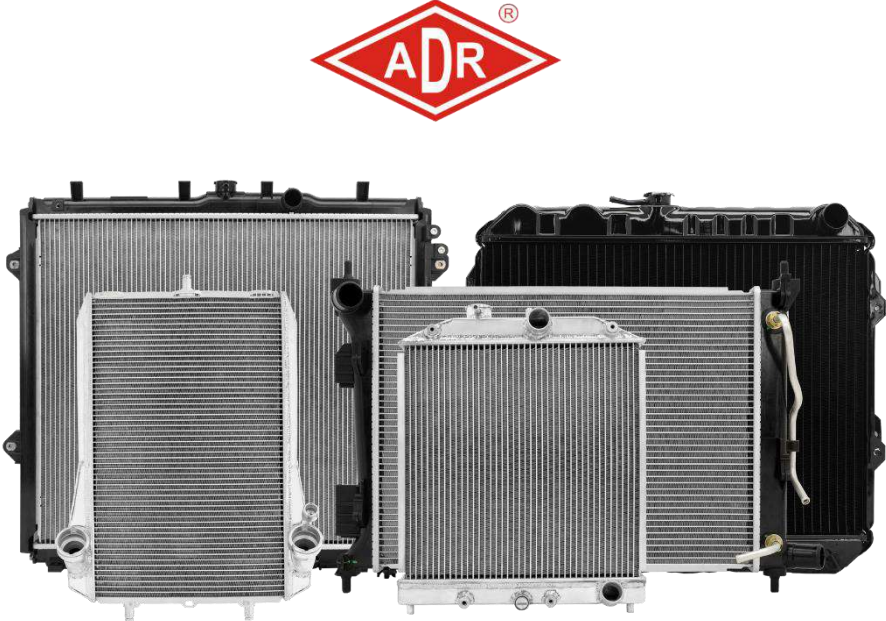
- **Radiators: 1.95 millions pieces per year**



GLOBAL BRAND

“Trademark registration in more than **130** countries worldwide”

Main Products



Other Products





GLOBAL RANGE & TYPE

“More than 7,000 part numbers for automotive and heavy duty applications”



One Stop Shop for Thermal System & Filtration

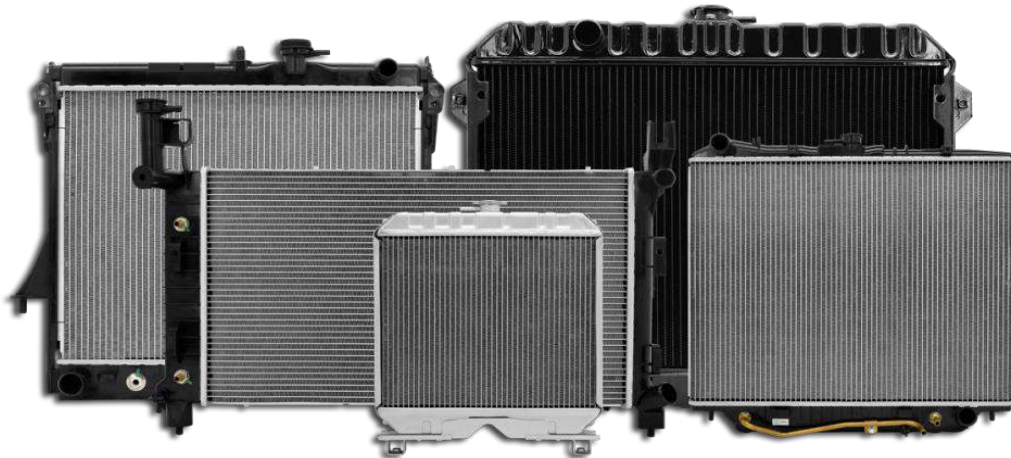
- More than 7,000 part numbers available, radiators and filters.
- Automotive, Heavy Equipment, Marines, and Industrial sectors for Japanese, European, and American applications.
- ± 500 Filters & Radiators new part numbers every year.



Thermal System Product Range



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



- Heavy Equipment & Industrial Radiators



- Condenser
- Intercooler
- Evaporator



Filtration Product Range

- Automotive Filters
(Air, Oil, Fuel, Cabin, Transmission)
- Heavy Equipment & Industrial Filters
(Air, Oil, Fuel, Cabin, Hydraulic, Transmission, Coolant, Separator, HEPA, EDM, Dust Collector)
- Clean Room Filters, HVAC Filters, & Home Appliances
(HEPA Filters, Air Purifier Filter, etc)





AIR FILTERS



OIL FILTERS



FUEL FILTERS



CABIN AIR FILTERS



TRANSMISSION FILTERS



COOLANT FILTERS



HYDRAULIC FILTERS



AIR/OIL SEPARATOR



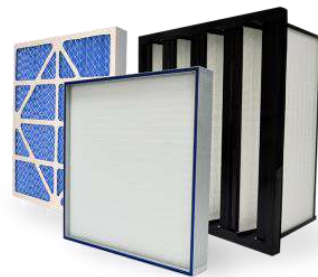
**FUEL FILTER/WATER
SEPARATOR**



EDM FILTERS



AIR PURIFIER FILTERS



HVAC FILTERS



**BATTERY COOLING
AIR FILTERS**

Know Our Market – Main Heavy Equip. Range & Sub-Range

Range:

Construction



Mining



Agriculture



Forestry



Other Industry



Sub-Range (Equipment Type):

Construction



Excavator/
Shovel



Wheel
Loader



Crane



Asphalt
Finisher



Dozer



Compaction



Mini
Excavator



Skid Steer



Grader



Backhoe Loader



Scraper



Telescopic

Mining



Excavator/
Shovel



Dump Truck



Articulated
Dump Truck



Wheel Loader



Dozer



Dragline



Grader



Backhoe Loader



Drill

Agriculture



Tractor



Combine
Harvester



Skidder



Harvester



Buncher



Forklift



Telescopic

Other Industry

Other Products



DUMP HOIST

- Dump Trucks, Hoists, and Special Purpose Vehicles



Other Products

- Fuel Tank



- Exhaust System & Muffler



- Brake and Fuel Pipe



Other Products



SAKURA
AIR PURIFIER



SAP - 415



SAP - 524



SAP - 743



SAP - 796



PT SELAMAT SEMPURNA Tbk
MEMBER OF ADR GROUP

HVAC / HEPA Filtrations



Automotive

- Cabin Air Filters
- Selling to store and online



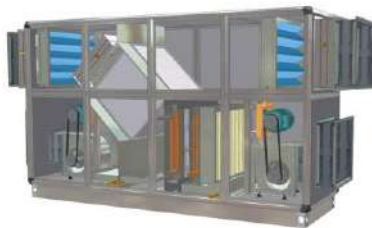
Building Air Ventilation Installation

- 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



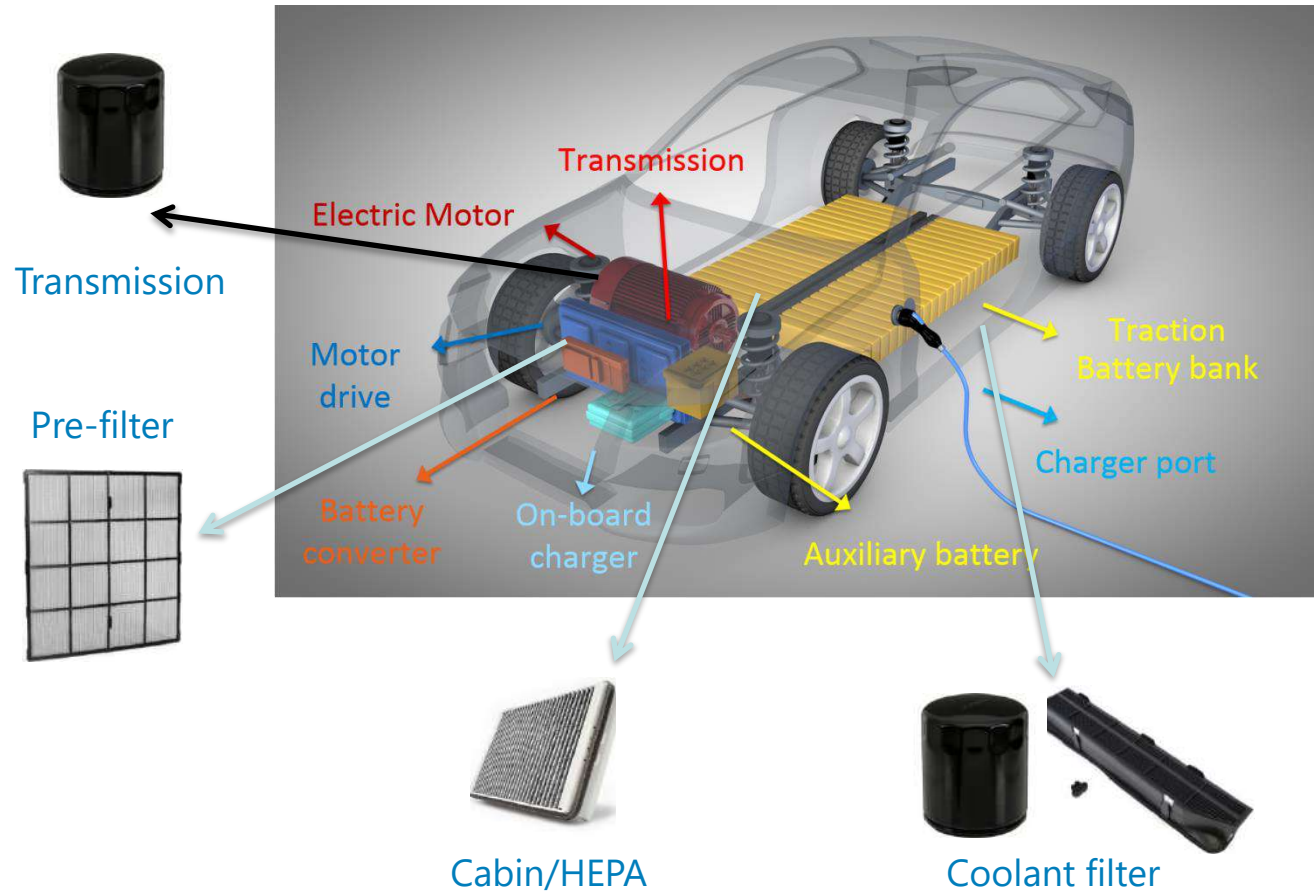
Filters Industrial

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

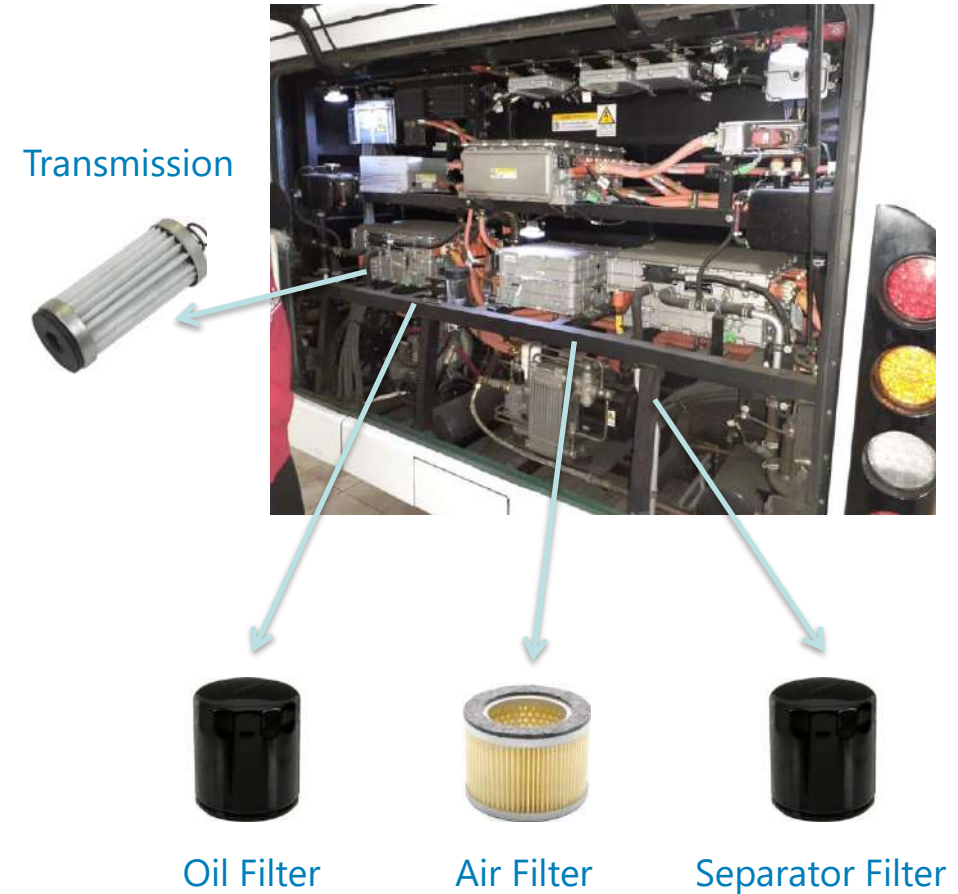


Filters for electric vehicle (EV)

Battery Electric Vehicle (BEV)

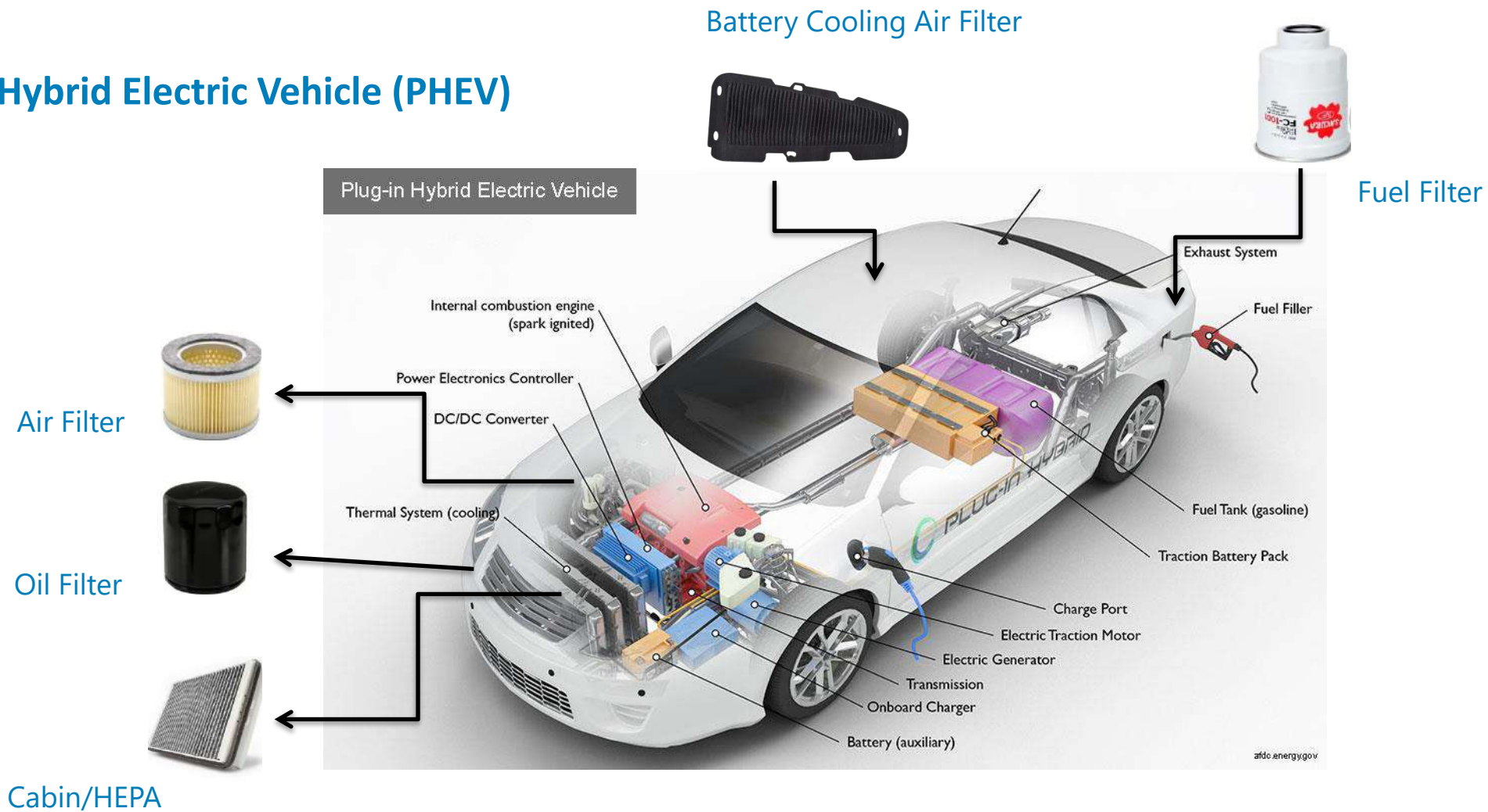


Electric buses



Filters for electric vehicle (EV)

Plug-in Hybrid Electric Vehicle (PHEV)



**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).**





Some Models of Electric Vehicles (EV) and Its Filters

HYBRID / EV FILTER REPLACEMENT

AUDI
e-tron
09/'19 -

Cabin CA-31120



BMW
i3s (i01) | B1P25B, W20K06A
11/'17 -

Cabin CA-30890-S

Transmission C-30050



BMW
i8 (i112, i115) B38K15 (170 kW)
03/'18 -

Oil EO-30270



BAOJUN
E-SERIES

Cabin CA-65390EV



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

Cabin CAC-30120-S

Oil EO-30300



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

Cabin CAC-30120-S

Oil EO-30300



BYD
D9

Cabin CA-40030EV-S



HYBRID / EV FILTER REPLACEMENT

BYD
E6
'09

Cabin CA-40010EV



BYD
K9 (BUS)

Cabin CAP-40020EV

Air Compressor A-40010

Oil For Compressor C-40010



CHEVROLET
Bolt
2017 -

Cabin CA-65350



CHEVROLET
Volt
1.4L A14XFL 10/'11 -

Cabin CA-65210

Oil C-1552



CITROEN
C-Zero
12/'10 -

Cabin CAC-10130



FORD
Focus
2018

Cabin CA-19960



HONDA
FIT-E
2015

Cabin CA-16130



HYBRID / EV FILTER REPLACEMENT

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

Air A-16930

Oil C-1002



HYUNDAI
Ioniq
09/'19 -

Cabin CA-28151



HYUNDAI
Kona
04/'18 -

Cabin CA-28380



HYUNDAI
Kona (RHD)
04/'18 -

Cabin CAC-39020



JAGUAR
I-Pace
'19

Cabin CAC-1114



KIA
e-Niro
08/'18 -

Cabin CA-28150



KIA
Soul
08/'18 -

Cabin CA-28380



HYBRID / EV FILTER REPLACEMENT

MERCEDES-BENZ
EQC (N293)
EQC 400 4-matic (293.890)

Cabin CAC-53870



MERCEDES-BENZ
S400 Hybrid (W222.057/157)
M 276.960 06/'13 -

Air A-26400

Cabin CAC-26170-S

Oil EO-26430



MERCEDES-BENZ
B-Class B 250 e W246,
W242 (242.890) '15

Cabin CAC-53830



MITSUBISHI
i-MiEV
12/'09 -

Cabin CAC-10130



MITSUBISHI
Outlander
2.4L 4B12 '18

Air A-58380

Cabin CA-18120

Oil C-1011



NISSAN
Leaf
(ZE1/ZE1E) EM57 11/'17 -

Cabin CA-18270



NISSAN
Kicks e-Power
1.2 Hybrid HR12 '20

Air A-61670

Cabin CA-18490

Oil C-1823



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





Some Models of Electric Vehicles (EV) and Its Filters

HYBRID / EV
FILTER REPLACEMENT



PEUGEOT
e2008 ZKX
09/'19 -

Cabin **CA-21080-S**



PEUGEOT
iOn
12/'10 -

Cabin **CAC-10130**



RENAULT
Kangoo ZE 5AM400
10/'11 -

Cabin **CA-18361**



RENAULT
Zoe 5AQ
12 -

Cabin **CA-18361**



TESLA
Model 3
'15 -

Cabin **CAPV-34020EV-S**



TESLA
Model X
'15 -

Cabin **CAC-34010EV /
CAP-34010EV**



TESLA
Model S
'15 -

Cabin **CAPC-34030EV-S
CAPV-34030EV-S**



HYBRID / EV
FILTER REPLACEMENT



TESLA
Model Y
'15 -

Cabin **CAPV-34020EV-S**



TOYOTA
RALINK
1.8L

Battery **BHF-11050**



TOYOTA
RAV 4
2.5L L4

Battery **BHF-11060**



TOYOTA
Camry
2.5L A25A-FXS '17 -

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



TOYOTA
C-HR
'16 -

Air	A-33750
Battery	BHF-11020
Oil	CA-1109



TOYOTA
Comfort
NTP10R-AHXDN '17-

Air	A-33430	Cabin	CA-11380
Battery	BHF-11040	Oil	C-1109



TOYOTA
Corolla Cross
1.8L 4cyl 16V DOHC VVT-i '20

Air	A-3370	Cabin	CA-11380
Battery	BHF-11030	Oil	C-1109



HYBRID / EV
FILTER REPLACEMENT



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	Cabin	CA-11380
Battery	BHF-11020	Oil	C-1109



SEAT
Mii 3EBMA
06/'19 -

Cabin **CA-31100**



SKODA
Citigo e iv EBMA
10/'19 -

Cabin **CA-231100**



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

Cabin **CA-31100**



VOLVO
XC90 2.0 T8 Hybrid
B4204 T34 04/'18 -

Air	A-24260
Cabin	CA-24110



WULING
Hongguang Mini EV
2020

Cabin **CA-65380EV**



List of OEM/OES

- ANTONIO CARRARO
- ATLAS COPCO
- BOMAG
- CARRIER
- CLARK
- CNHI
- DAIHATSU
- GEHL
- HINO
- HITACHI
- HYSTER
- HYUNDAI
- ISEKI
- ISUZU
- KATO
- KOHLER
- KUBOTA
- LIEBHERR
- MANITOU
- MATHIEU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SUBARU
- SUMITOMO
- SUNWARD
- SUZUKI
- TAKEUCHI
- TOYOTA
- UD TRUCKS
- VESTAS
- VOLVO
- YALE
- YANMAR

Technical Assistance

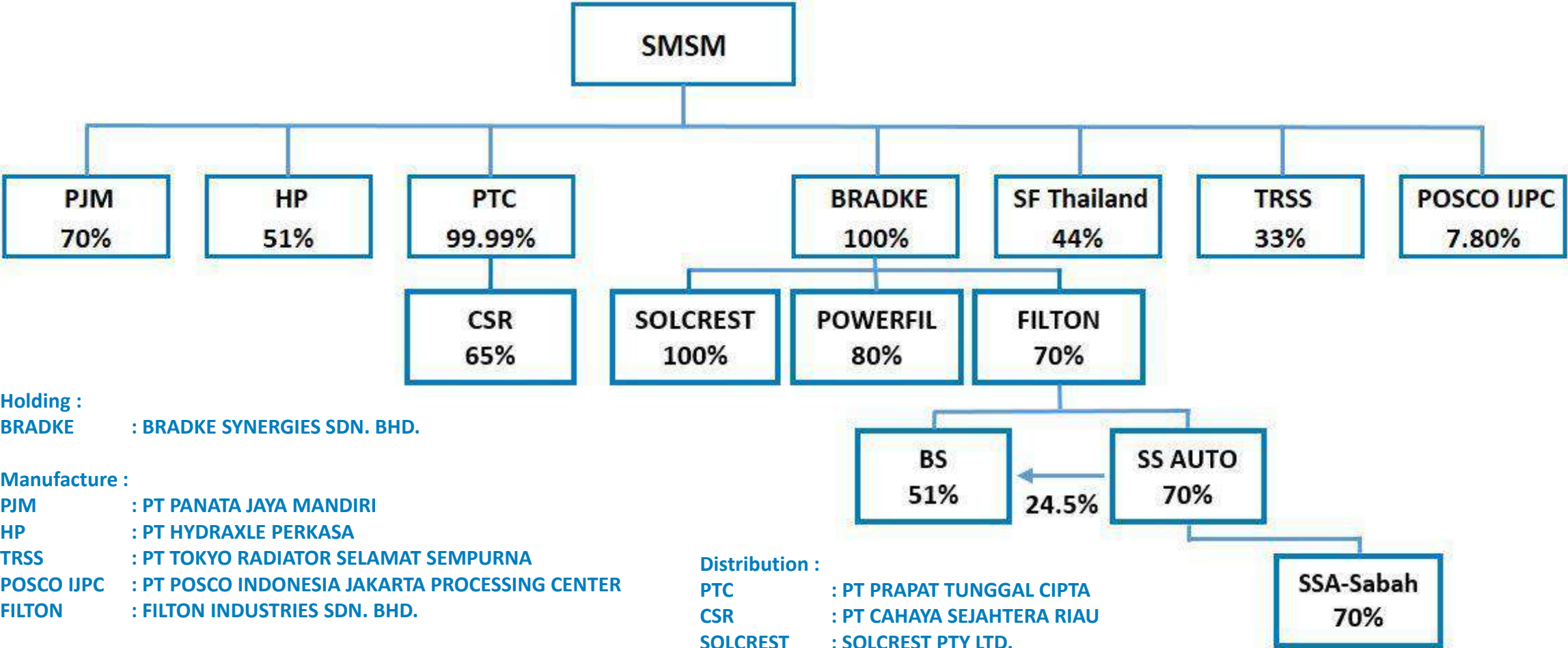
Filters

- **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)

Structure of Company with the Subsidiaries and Associates



Holding :
BRADKE : BRADKE SYNERGIES SDN. BHD.

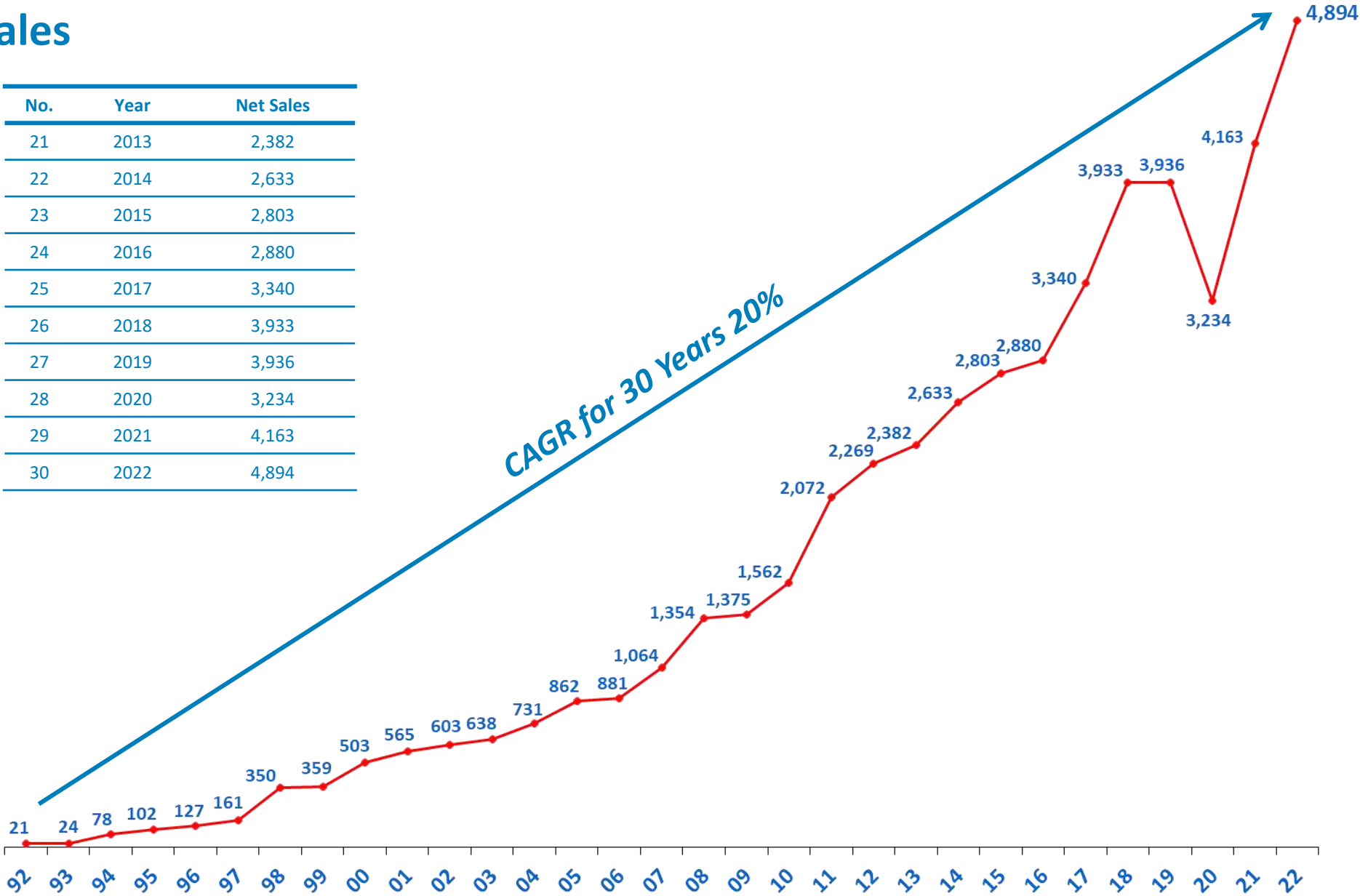
Manufacture :
PJM : PT PANATA JAYA MANDIRI
HP : PT HYDRAXLE PERKASA
TRSS : PT TOKYO RADIATOR SELAMAT SEMPURNA
POSCO IIPC : PT POSCO INDONESIA JAKARTA PROCESSING CENTER
FILTON : FILTON INDUSTRIES SDN. BHD.

Branches of PTC :
JABODETABEK
MAKASSAR, Sulawesi Selatan
MEDAN, Sumatra Utara
SURABAYA, Jawa Timur

Distribution :
PTC : PT PRAPAT TUNGGAL CIPTA
CSR : PT CAHAYA SEJAHTERA RIAU
SOLCREST : SOLCREST PTY LTD.
POWERFIL : POWERFIL AUTOPARTS SDN. BHD.
BS : BS ENTERPRISE SDN. BHD.
SS AUTO : S.S AUTO SDN. BHD.
SS A-Sabah : S.S AUTO (Sabah) SDN. BHD.
SF THAILAND : SURE FILTER THAILAND CO., LTD.

30 Years of CAGR Sales

No.	Year	Net Sales	No.	Year	Net Sales
	1992	21	21	2013	2,382
1	1993	24	22	2014	2,633
2	1994	78	23	2015	2,803
3	1995	102	24	2016	2,880
4	1996	127	25	2017	3,340
5	1997	161	26	2018	3,933
6	1998	350	27	2019	3,936
7	1999	359	28	2020	3,234
8	2000	503	29	2021	4,163
9	2001	565	30	2022	4,894
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			

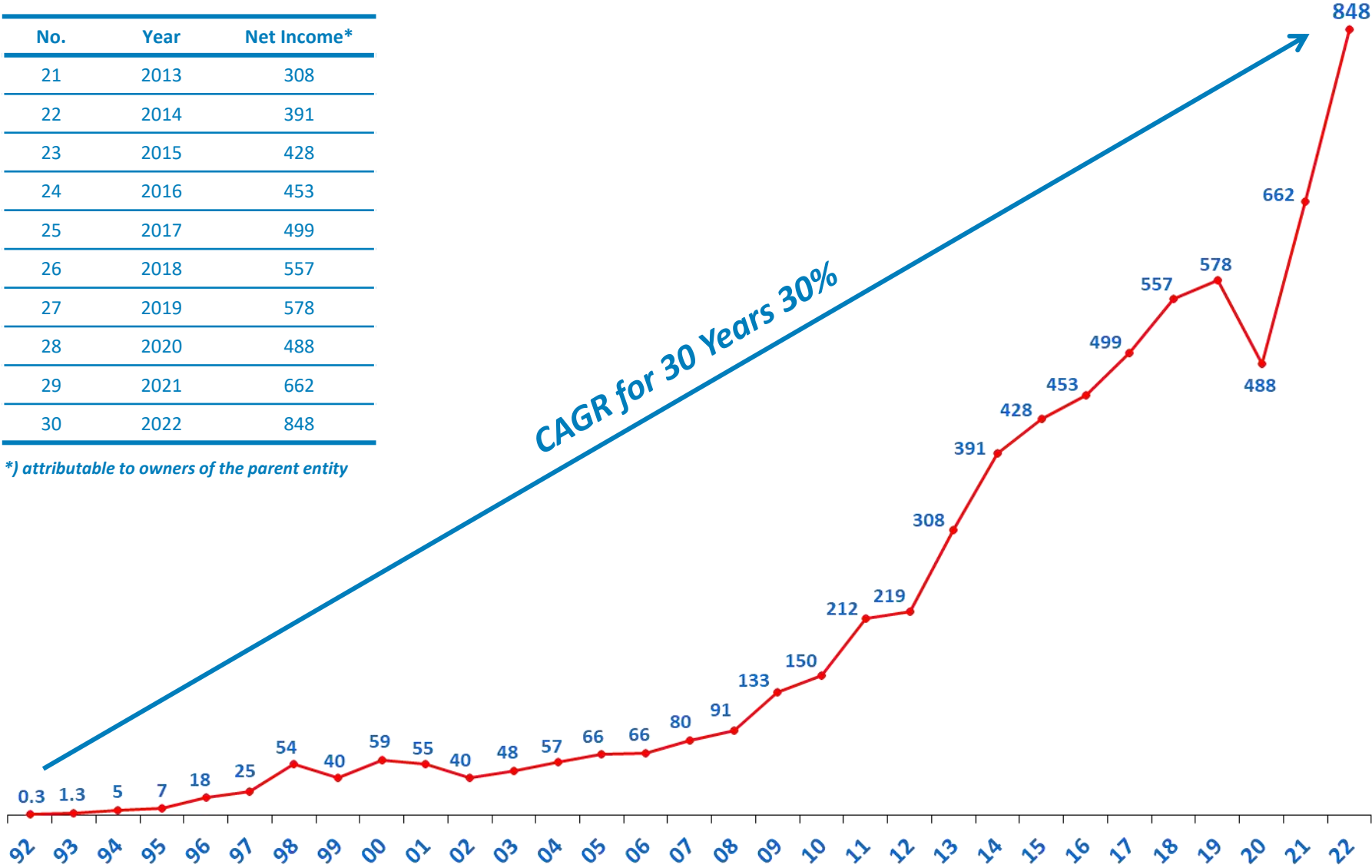


30 Years of CAGR Net Income

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

No.	Year	Net Income*
21	2013	308
22	2014	391
23	2015	428
24	2016	453
25	2017	499
26	2018	557
27	2019	578
28	2020	488
29	2021	662
30	2022	848

*) attributable to owners of the parent entity



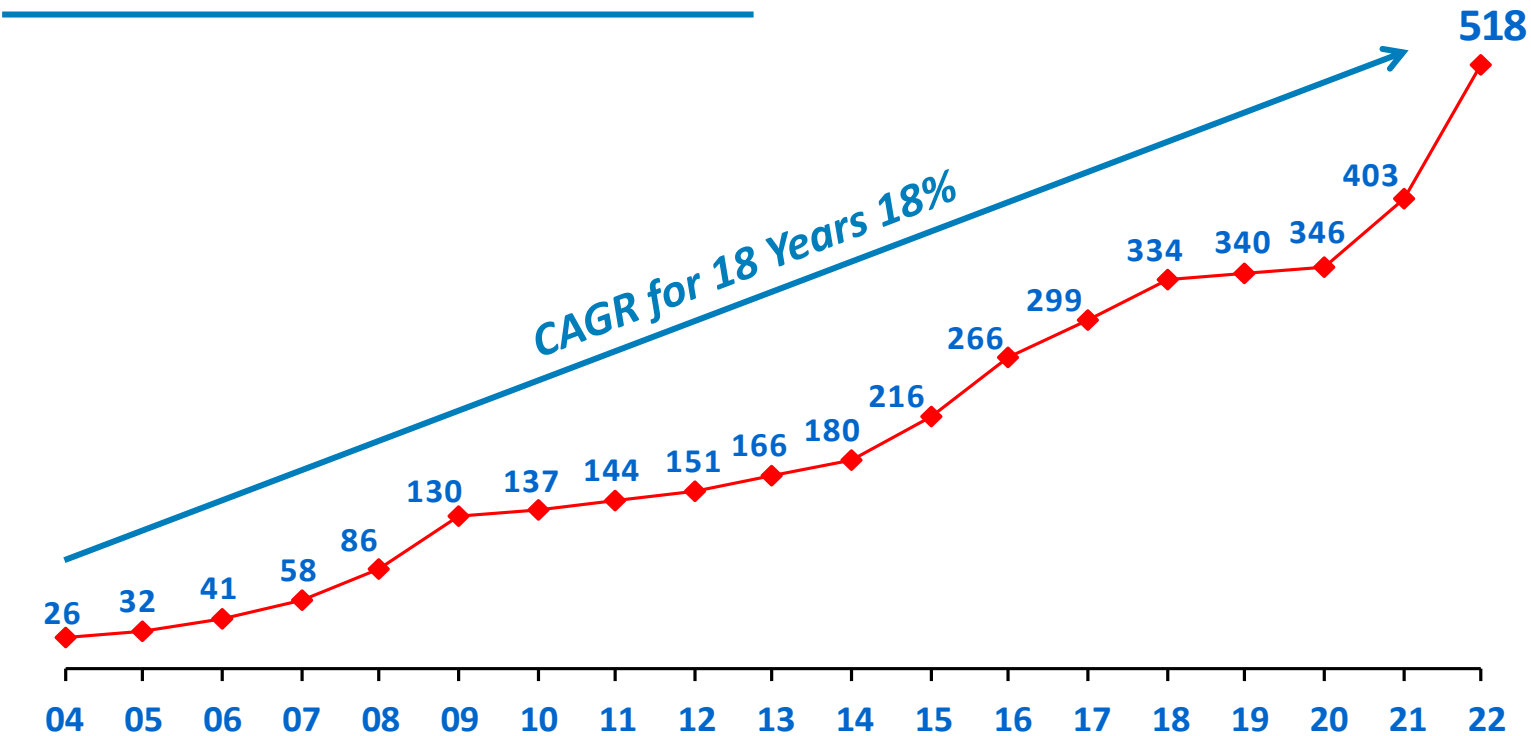
Amount in Billion Rupiah

18 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%
	2023	460.69 ^{*)}	695	66%

- Paid quarterly dividend since 2015 = 35 times
- Increased annually for 18 years
- Total Dividend paid since 1996 Rp4.61 Trillion



Dividend Distribution within year 2023:

Final Dividend For 2022 Financial Year : IDR 144 Bio on June 14, 2023

*) 1st Interim Dividend For 2023 Financial Year : IDR 144 Bio on May 24, 2023




*) 2nd Interim Dividend For 2023 Financial Year : IDR 144 Bio on August 23, 2023

*) 3rd Interim Dividend For 2023 Financial Year : IDR 173 Bio on November 22, 2023

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 9M 2023

	9 Months Ended 30 September 2023		Changes
Net Sales	IDR	3.764 T	 3.13%
Profit for the Period*	IDR	695 B	 8.72%
EPS	IDR	121	 8.72%

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	9 Months Ended		Increase/ (Decrease)	%	Compare Q to Y	
	9M 2023	9M 2022			9M 2023	2022
Net Sales	3,764	3,649	115	3%	3,764	4,894
Gross Profit	1,287	1,162	124	11%	1,287	1,605
Income from Operation	945	884	61	7%	945	1,174
Profit for the period attributable to:						
Owners of the parent entity	695	639	56	9%	695	848
Non-controlling interests	71	66	5	7%	71	88
Current Asset	3,268	3,191	78	2%	3,268	3,122
Total Asset	4,525	4,385	140	3%	4,525	4,380
Current Liabilities	638	822	(184)	(22%)	638	705
Total Liabilities	972	1,175	(203)	(17%)	972	1,061
Equity attributable to:						
Owners of the parent entity	3,141	2,805	336	12%	3,141	2,896
Non-controlling interests	412	405	7	2%	412	423
EPS	121	111	10	9%	121	147

Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	9M 2023	9M 2022	9M 2023	2022
Net Sales Growth	3%			
Total Asset Growth	3%		3%	
Total Equity Growth	11%		7%	
Gross Profit Margin	34%	32%	34%	33%
Operating Margin	25%	24%	25%	24%
Profit Margin*	18%	18%	18%	17%
Return on Assets	17%	16%	17%	21%
Return on Equity*	20%	20%	20%	26%
Total Debt / Total Assets	21%	27%	21%	24%
Total Debt / Total Equity	27%	37%	27%	32%
Current Ratio	512%	388%	512%	443%

Sales Performance 9M 2023 (9 Months Ended)

Market	Sales (IDR)				Increase/(Decrease)	
	9M 2023	%	9M 2022	%	IDR	%
Domestic	1,519	40%	1,340	37%	179	13%
Overseas	2,245	60%	2,309	63%	(64)	(3%)
Total	3,764	100%	3,649	100%	115	3%

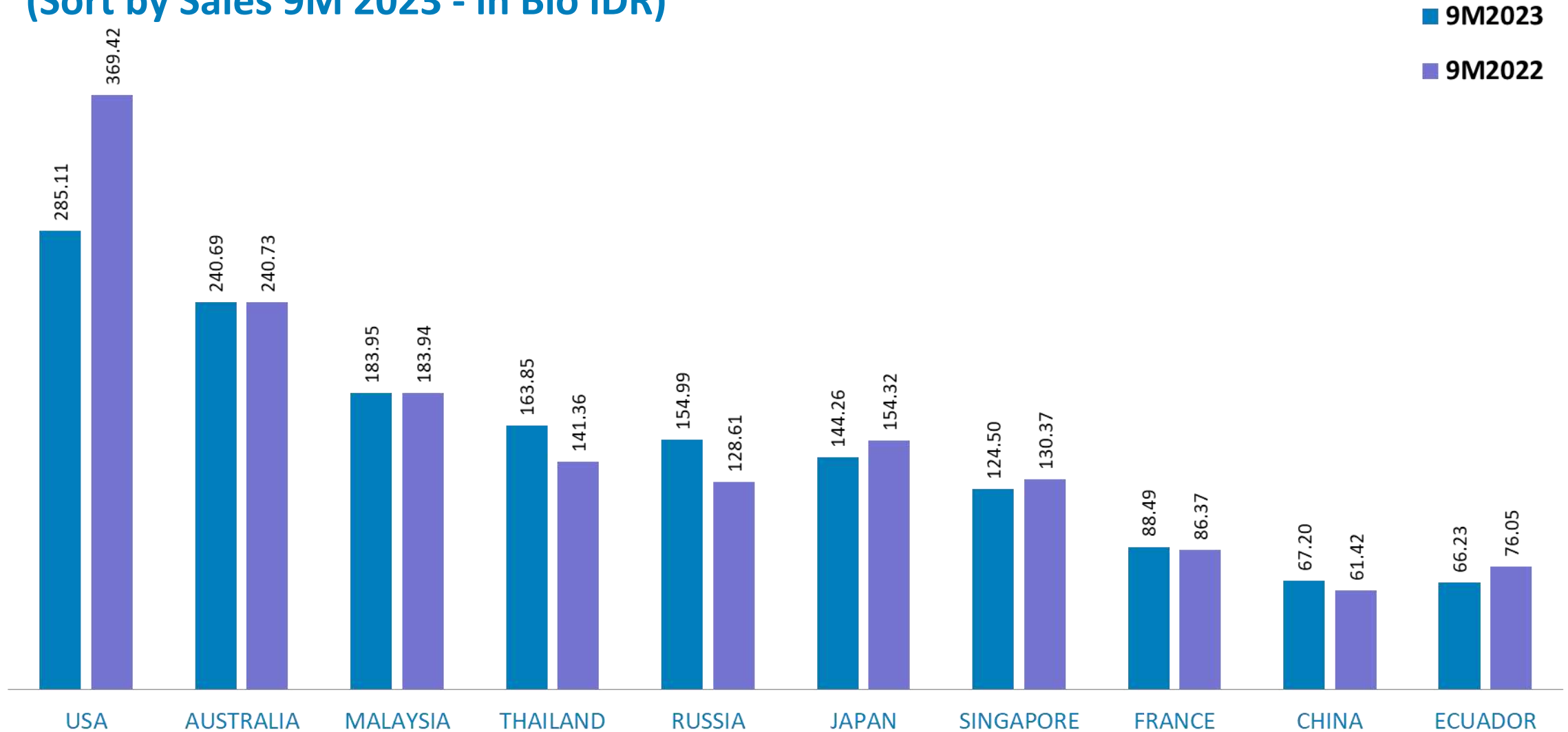
Product	Sales (IDR)				Increase/(Decrease)	
	9M 2023	%	9M 2022	%	IDR	%
Filter	2,723	72%	2,576	71%	147	6%
Radiator	331	9%	406	11%	(75)	(19%)
Karoseri	271	7%	261	7%	10	4%
Distribusi	1,073	29%	1,000	27%	73	7%
Lainnya	180	5%	319	9%	(139)	(44%)
(Eliminasi)	(814)	(22%)	(913)	(25%)	(99)	(11%)
Total	3,764	100%	3,649	100%	115	3%

Sales by Geographical

Geographical	9M 2023		9M 2022		Increase/ (Decrease)
	IDR	%	IDR	%	
Domestic	1,519	40%	1,340	37%	13%
Overseas					
Asia	950	25%	946	26%	0.4%
America	531	14%	614	17%	(14%)
Europe	420	11%	412	11%	2%
Australia	275	8%	271	7%	1%
Africa	69	2%	66	2%	5%
Total	3,764	100%	3,649	100%	3%

Top 10 Export Destinations by Countries

(Sort by Sales 9M 2023 - in Bio IDR)



FY 2023 Target

**SALES
IDR**



5%

**NET PROFIT
IDR**



10%

Visibility as to the market trend in 2023 remains limited due to the uncertainties regarding the macroeconomic evolution in a context of high inflation and still rising interest rates. As far as raw materials are concerned, in the first nine months of 2023 prices relatively stable and as yet there have been no signs of any inversion of the trend. As for energy costs, volatility remains high and could potentially intensify due to the new geo-political tensions.

Assuming there are no factors that could cause a deterioration of the macroeconomic scenario from today's levels, for 2023 the Company expects to see revenue growth and an increase in profitability, in line with the results reported for the first nine months of the year.

Official Stores



🔍 Sakura Filter Indonesia

tokopedia
👉 official store

Shopee Mall

blibli.com
👉 Official Store

bukamall



Thank You

Visit us at www.smsm.co.id

Follow us at  @sakurafilter.indonesia

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