



**PT SELAMAT SEMPURNA Tbk**  
MEMBER OF ADR GROUP



**PT Selamat Sempurna Tbk [SMSM:IJ]**

**Pension Fund Business Week**

**Tuesday, 20 September 2016**

## 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

## Management

### BOC :

- Suryadi : President Commissioner
- Handi Hidayat Suwardi : Independent Commissioner
- Djojo Hartono : Commissioner

### BOD :

- Eddy Hartono : President Director
- Surja Hartono : Director
- Ang Andri Pribadi : Director
- Lucas Aries Setyapranarka : Operational Director  
(Independent Director)
- Rusman Salem : Sales&Marketing Director

## Shareholders & Capital Structure

Shareholders	Number of Shares Issued and Fully Paid	%	Amount
PT Adrindo IntiPerkasa	836.823.427	58,13%	83.682.342.700
Others (each with ownership interest below 5%)	602.845.433	41,87%	60.284.543.300
Total	1.439.668.860	100 %	143.966.886.000

Capital Structure	No. of Shares	value per Share	Amount (Rp)
Authorized	2.000.000.000	100	200.000.000.000
Paid-Up	1.439.668.860	100	143.966.886.000
Market Cap <i>(at the closing 16 Sept 2016)</i>	1.439.668.860	4.400	6.33.542.984.000

# Chronology of Listing

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	10 Jul 2003	1.298.668.800	129.866.880.000
Merger	28 Dec 2006	1.439.668.860	143.966.886.000

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



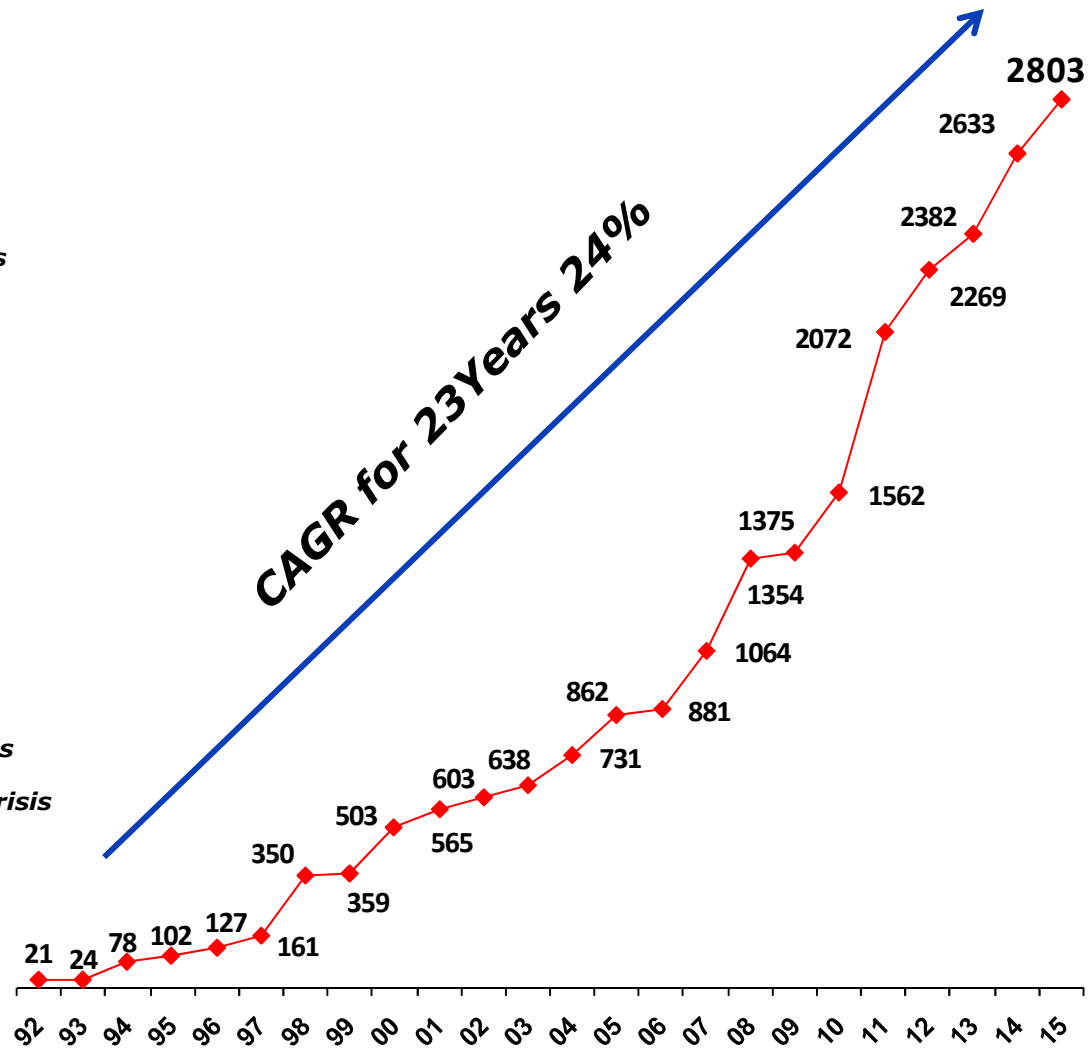
# 23 Years Consecutive Sales Growth

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

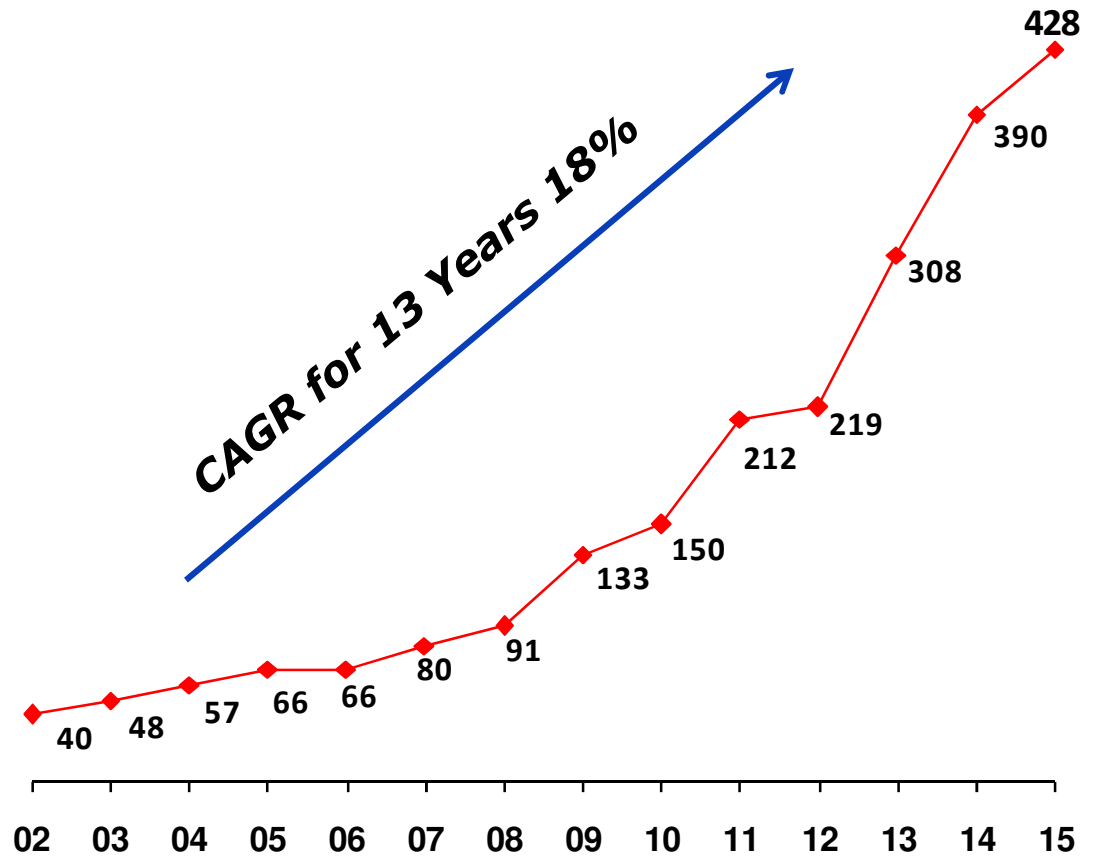
→ Europe Crisis



# 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	428

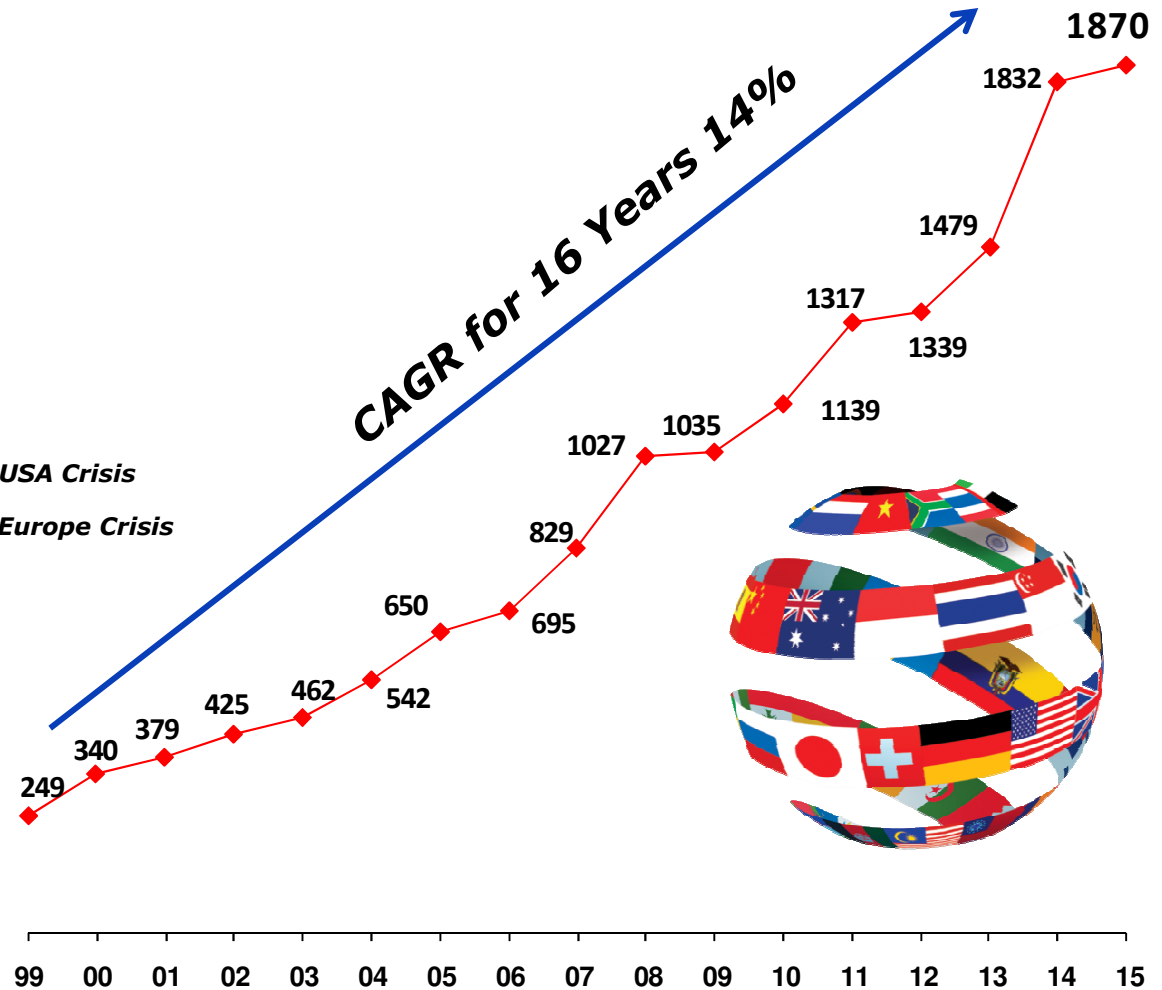
*Amount in Billion Rupiah*



# 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	1.870

→ USA Crisis  
→ Europe Crisis



Amount in Billion Rupiah

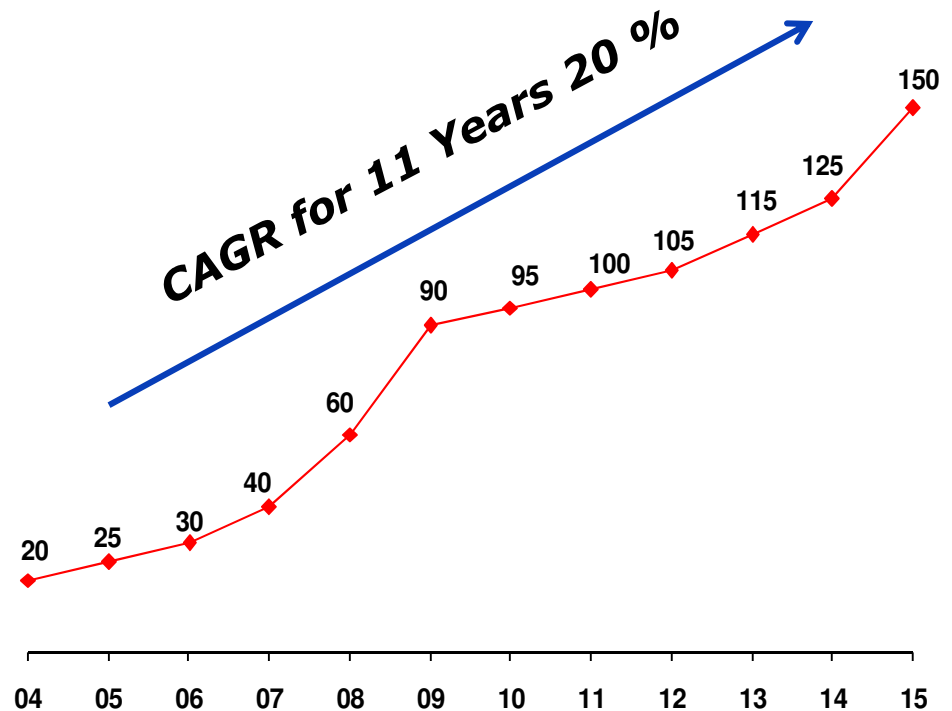
# 11 Years Consecutive Dividend Payment Growth

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%
11	2015	215,95	150	297	50%
	2016	122,37	85*)	145	59%

## 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%.



## Dividend Distribution on year 2016 :

**1<sup>st</sup> Interim Dividend For Book Year 2016 : IDR 35 per share on May 25, 2016**

**Final Dividend For Book Year 2015 : IDR 50 per share on June 24, 2016**

**2<sup>nd</sup> Interim Dividend For Book Year 2016 : IDR 50 per share on August 25, 2016**

## \*) Interim Dividend FY 2016 :

**1<sup>st</sup> Interim Dividend IDR 35 per share on May 25, 2016**

**2<sup>nd</sup> Interim Dividend IDR 50 per share on August 25, 2016**

## Comparative Financial Highlights




	2015 (A)	2014 (A)	2013 (A)	6 Months Ended (U)	
				1H'16	1H'15
<b>Net Sales</b>	2,803	2,633	2,382	1,338	1,289
<b>Cost of Goods Sold</b>	1,933	1,848	1,738	919	923
<b>Gross Profit</b>	870	785	644	419	366
<b>Operating Profit</b>	603	567	492	299	282
<b>Profit for the Year</b>					
<i>Owners of the parent entity</i>	428	392	308	208	204
<i>Non-controlling Interest</i>	34	30	30	20	13
<b>Total Assets</b>	2,220	1,758	1,718	2,133	2,335
<b>Total Current Assets</b>	1,369	1,134	1,108	1,306	1,462
<b>Total Current Liabilities</b>	572	537	525	383	476
<b>Total Liabilities</b>	780	636	717	615	959
<b>Equity attributable to :</b>					
<i>Owners of the parent entity</i>	1,220	983	834	1,304	1,140
<i>Non-controlling Interest</i>	220	139	167	213	236
<b>Earnings per Share</b>	297	271	214	145	142

## Financial Ratio

	2015	2014	2013	6 Months Ended	
				1H'16	1H'15
Net Sales Growth	6%	11%		4%	
Total Asset Growth	26%	2%		-9%	
Total Equity Growth	28%	12%		14%	
Gross Profit Margin	31%	30%	27%	31%	28%
Operating Profit Margin	22%	22%	21%	22%	22%
Net Profit Margin*)	15%	15%	13%	16%	16%
Return on Assets	21%	24%	20%	11%	9%
Return on Equity *)	32%	38%	36%	16%	18%
Total Debt / Total Assets	35%	36%	41%	29%	41%
Total Debt / Equity	54%	57%	68%	41%	70%
Current Ratio	239%	211%	211%	341%	196%

*\* Attributable to Owners of the parent entity*

## Summary Performance 1H 2016

	Position as per 30 June 16	Changes
<b>Net Sales</b>	Rp. 1.338 B 	3,82%
<b>Net Income*</b>	Rp. 208 B 	2,04%
<b>EPS</b>	Rp. 145 	2,04%

*\* Attributable to Owners of the parent entity*

## Sales Performance 1H 2016 (6 Months Ended)

Market	Sales (Rp)				Increase /(Decrease)	
	1H'16	%	1H'15	%	Rp	%
Export	<b>*) 799</b>	60%	895	69%	(97)	(10,79%)
Local	540	40%	394	31%	146	37,02%
<b>Total</b>	<b>1.338</b>	<b>100%</b>	<b>1.289</b>	<b>100%</b>	<b>49</b>	<b>3,82%</b>

\*) = After elimination related to Bradke Acquisition

Region	Sales (Rp)				Increase /(Decrease)	
	1H'16	%	1H'15	%	Rp	%
Local	540	40%	394	31%	146	37.02%
Asia	273	20%	366	28%	(92)	(25,28%)
America	231	17%	286	22%	(56)	(19,39%)
Europe	166	12%	143	11%	22	15,66%
Australia	109	8%	79	6%	31	38,81%
Africa	20	2%	22	2%	(2)	(7,55%)
<b>Total</b>	<b>1,338</b>	<b>100%</b>	<b>1,289</b>	<b>100%</b>	<b>49</b>	<b>3,82%</b>

*Amount In Billion Rupiah*

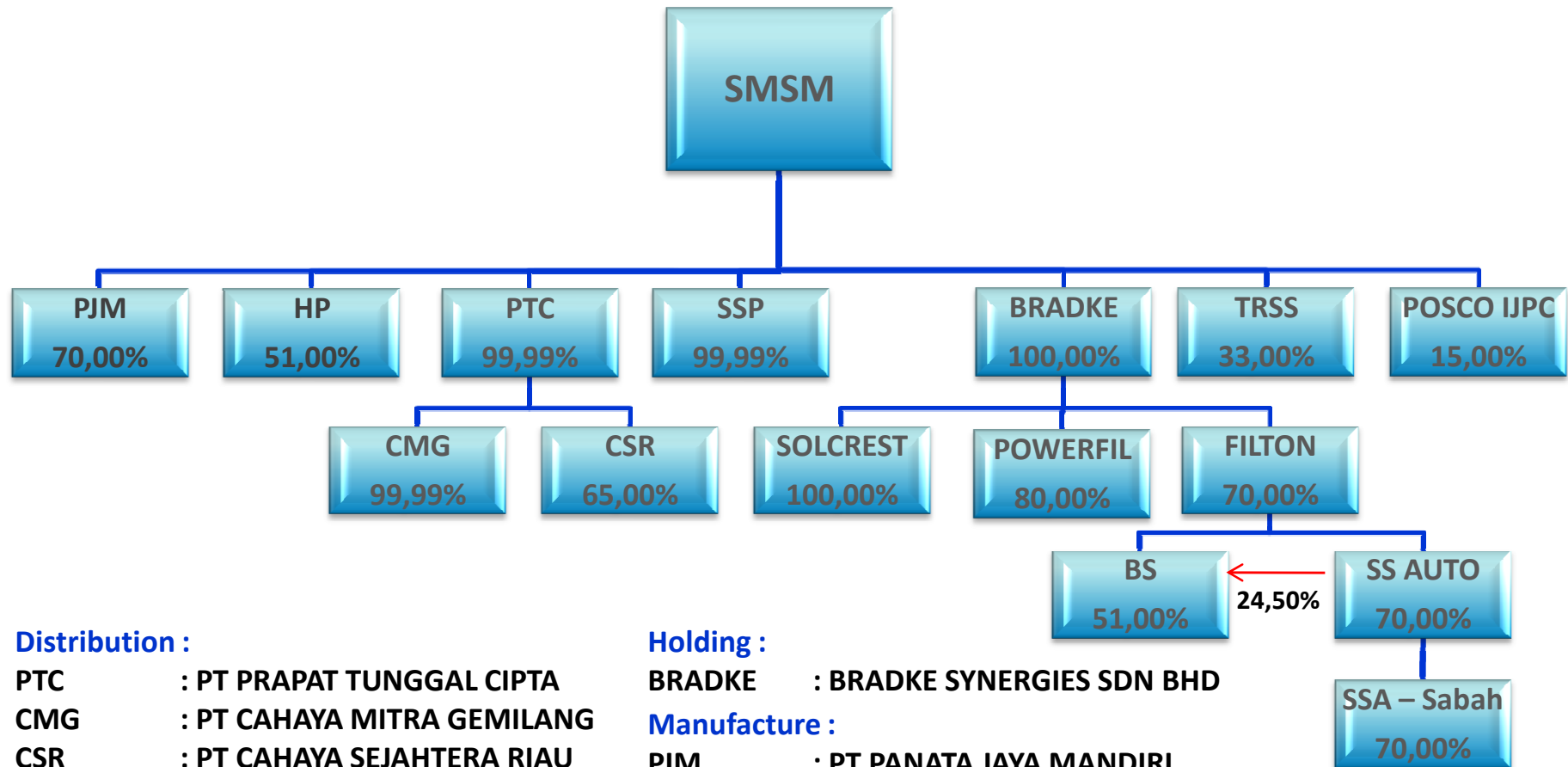


## Sales by Products

Product	Sales (Rp)				Increase /(Decrease)	
	1H'16	%	1H'15	%	Rp	%
Filter	1.005	75%	991	77%	14	1,39%
Trading	342	26%	174	14%	168	96,44%
Others	340	25%	425	33%	(85)	(20,00%)
<b>(Elimination)</b>	<b>(348)</b>	<b>(26%)</b>	<b>(301)</b>	<b>(23%)</b>	<b>(48)</b>	<b>(15,88%)</b>
<b>Total</b>	<b>1.338</b>	<b>100%</b>	<b>1.289</b>	<b>100%</b>	<b>49</b>	<b>3,82%</b>

*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 PTE 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

## **Business Prospects**

The prospect of automotive component industry is still promising and there will always be an opportunity to continuously grow, despite of the challenges ahead.

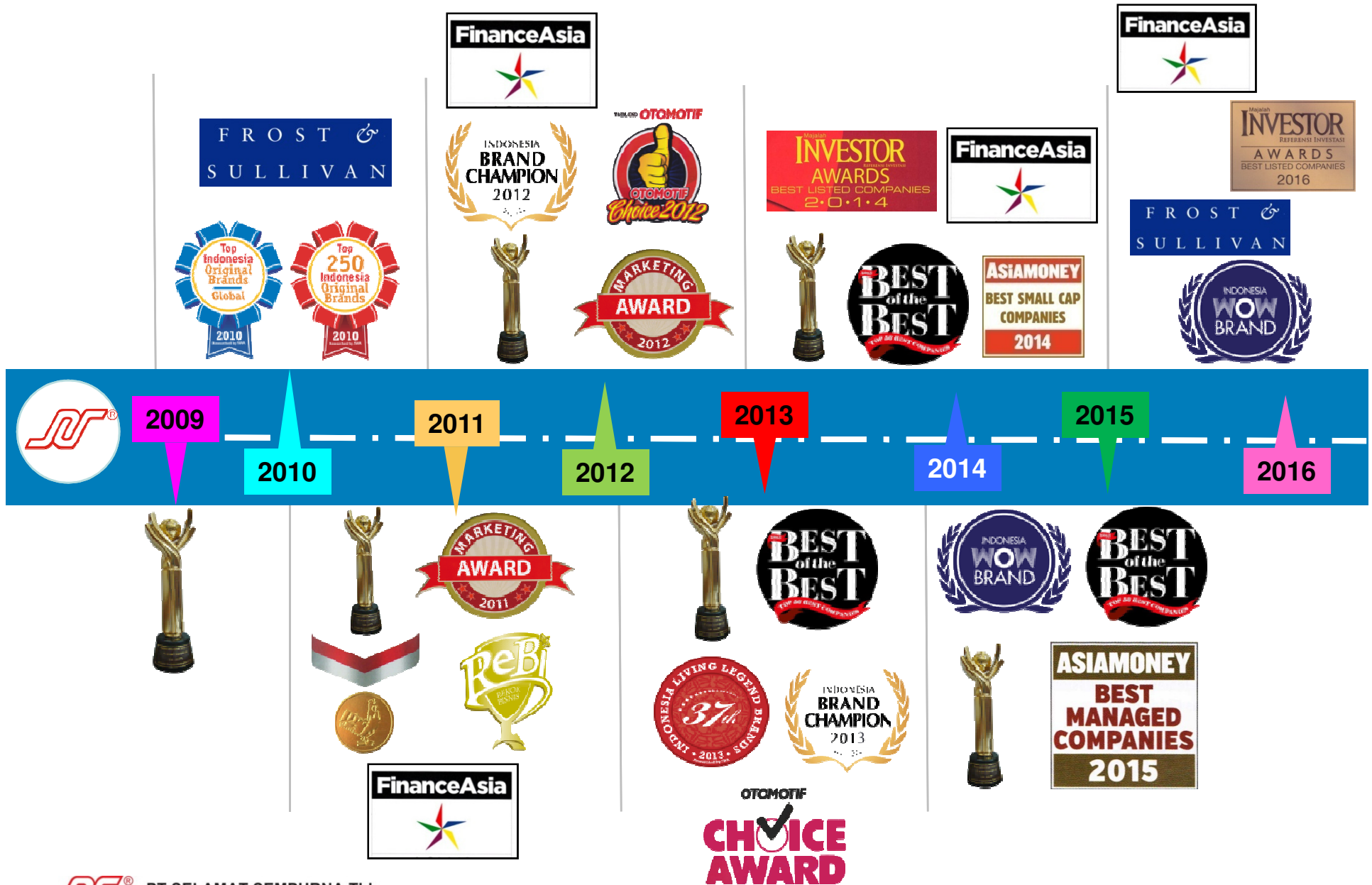
### **Outlook Strategy**

- Consistently focus to increase sales and maintain position as market leader in the automotive components industry.
- Improvement in product quality, and timely delivery.
- Enhancement of efficiency in every aspect of business operations

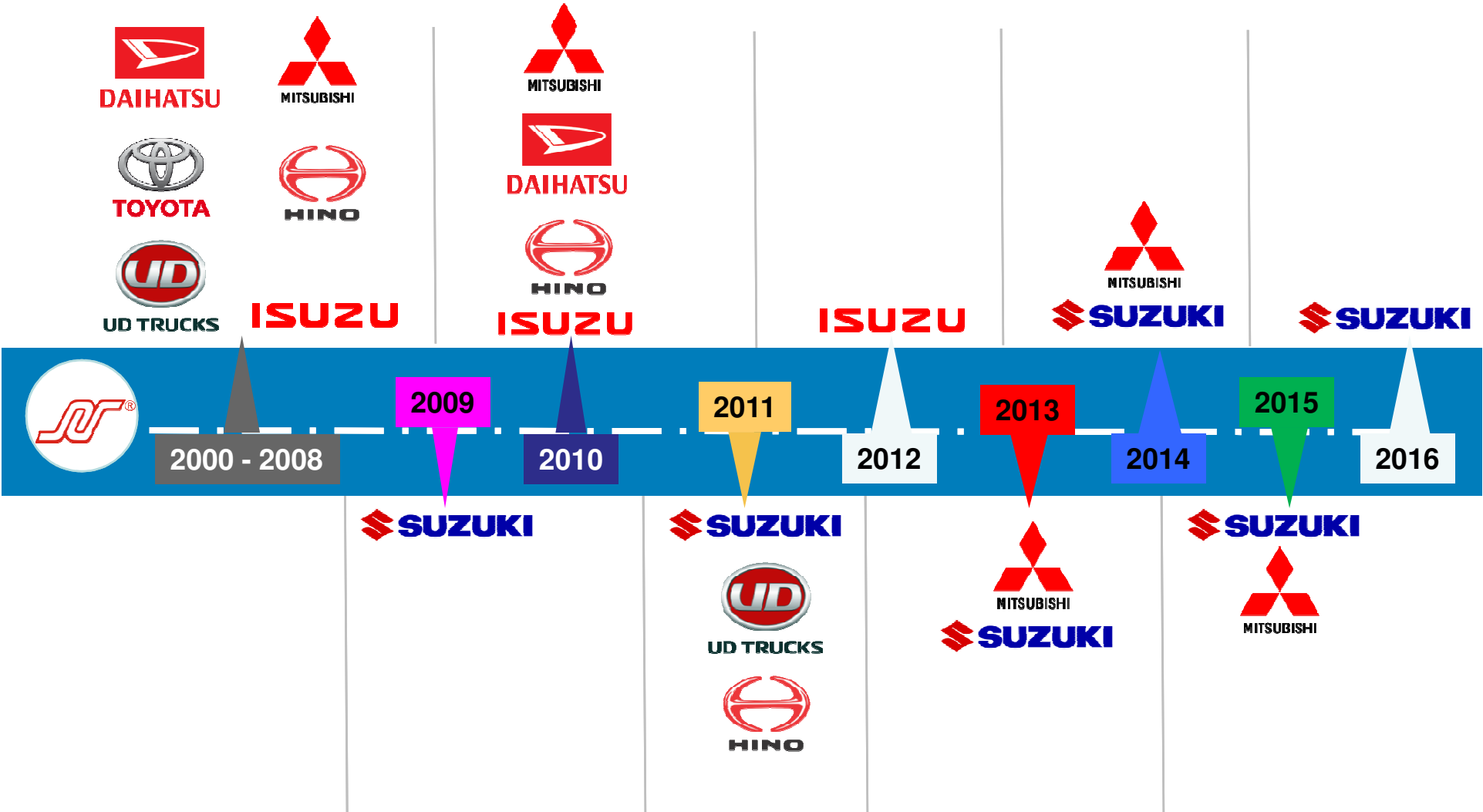
# Achievement 1H 2016

Month	Description
Jan	Frost & Sullivan Indonesia Excellence 2016 Award
Feb	Sakura Brand Recognition in WOW Brand 300
March	Asia's Best Companies 2016 by Finance Asia in the Best Mid Cap Category
April	Best Listed Company 2016 in Diversified Manufacturing Sector by Investor Awards 2016

# Achievement for the Automotive Division & Brand 2009 - 2016



# Appreciation from OEM/OES



## Corporate Action 2016

EGMS – Oct 18 2016

Agenda : Approval to perform stock split of the Company's shares

## EXHIBITION 2016

- Mining Vietnam (29 - 31 March) - Hanoi, Vietnam
- GIIAS (11 - 21 August), ICE - BSD City, Indonesia
- Automechanika Frankfurt (13 - 17 September), Frankfurt, Germany
- Filtech (11-13 Oktober), Cologne, Germany
- HVACR South East Asia (23 - 25 November), Jl Expo, Indonesia.

# Thank You

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