PT SELAMAT SEMPURNA Tbk.
MEMBER OF ADR GROUP

PT Selamat Sempurna Tbk [SMSM:IJ]

1 Half 2014 Performance

CIMB 8TH ANNUAL INDONESIA CONFERENCE

THE WESTIN RESORT NUSA DUA BALI

22 AUGUST 2014

Fact Sheet about SMSM

- 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 **110** countries worldwide
- Trademark Registration in more than **100** countries worldwide
- Strong Balance Sheet and Cash Flow
- Over 90% of our revenue is recurring aftermarket revenue

Filtration

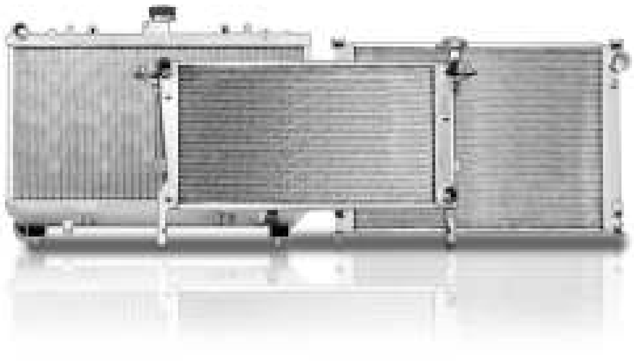
With more than 6,000 part numbers available, we serve more filtration products than any other filtration company

Automotive Filter

Heavy Equipment Filter

Radiator

Aluminum Plastic Radiator



All Aluminum Racing Radiator

Copper Brass Radiator

Oil Cooler

Copper Plastic Radiator

Heavy Equipment Radiator

Radiator for Genset

Capacity & Utilization

Filtration	Capacity	Production	% Utilization
2009	72.000	39.596	55%
2010	72.000	48.256	67%
2011	96.000	51.974	54%
2012	96.000	51.800	54%
2013	96.000	53.580	56%

Radiator	Aluminum			Copper Brass		
	Capacity	Production	%	Capacity	Production	%
2009	750	629	84%	450	108	24%
2010	1.500	739	49%	450	89	20%
2011	1.500	778	52%	450	71	16%
2012	1.500	703	47%	450	58	13%
2013	1.500	733	49%	450	38	8%

Amount in Thousand Unit

Capacity and Utilization of Bodymaker & Other Products

Product	Capacity	Production									
		2013	%	2012	%	2011	%	2010	%	2009	%
Bodymaker	10.000	2.704	27%	3.871	39%	3.514	35%	2.615	26%	1.849	18%
Brake Pipe	1.800	1.151	63%	871	48%	610	34%	477	26%	219	12%
Fuel Tank	96	64	66%	68	71%	56	58%	45	47%	27	28%
Muffler	76	47	62%	42	55%	31	40%	28	37%	11	15%

Amount in Thousand Unit except Bodymaker

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 S/F SAKURA Filtration Product

ADR RADIATOR

ADR DUMP HOIST

ADR COOLANT

ADR BRAKE PARTS

List of OEM/OES

- Anhui HA
- Bei Ben
- Carrier
- Caterpillar
- Chery
- Chevrolet
- CNH (New Holland)
- Daihatsu
- Ford
- Foton
- Greatwall
- Hino
- Hitachi
- Holden
- Honda
- Hyundai
- Isuzu
- JCB
- KIA
- Kobelco
- Komatsu
- Kubota
- MAN
- Mazda
- Mercedes-Benz
- Mitsubishi
- Nissan
- Shanghai DE
- Shantui CM
- Suzuki
- TCM
- Toyota
- UD Trucks
- Yanmar

Technical Assistance

Filters

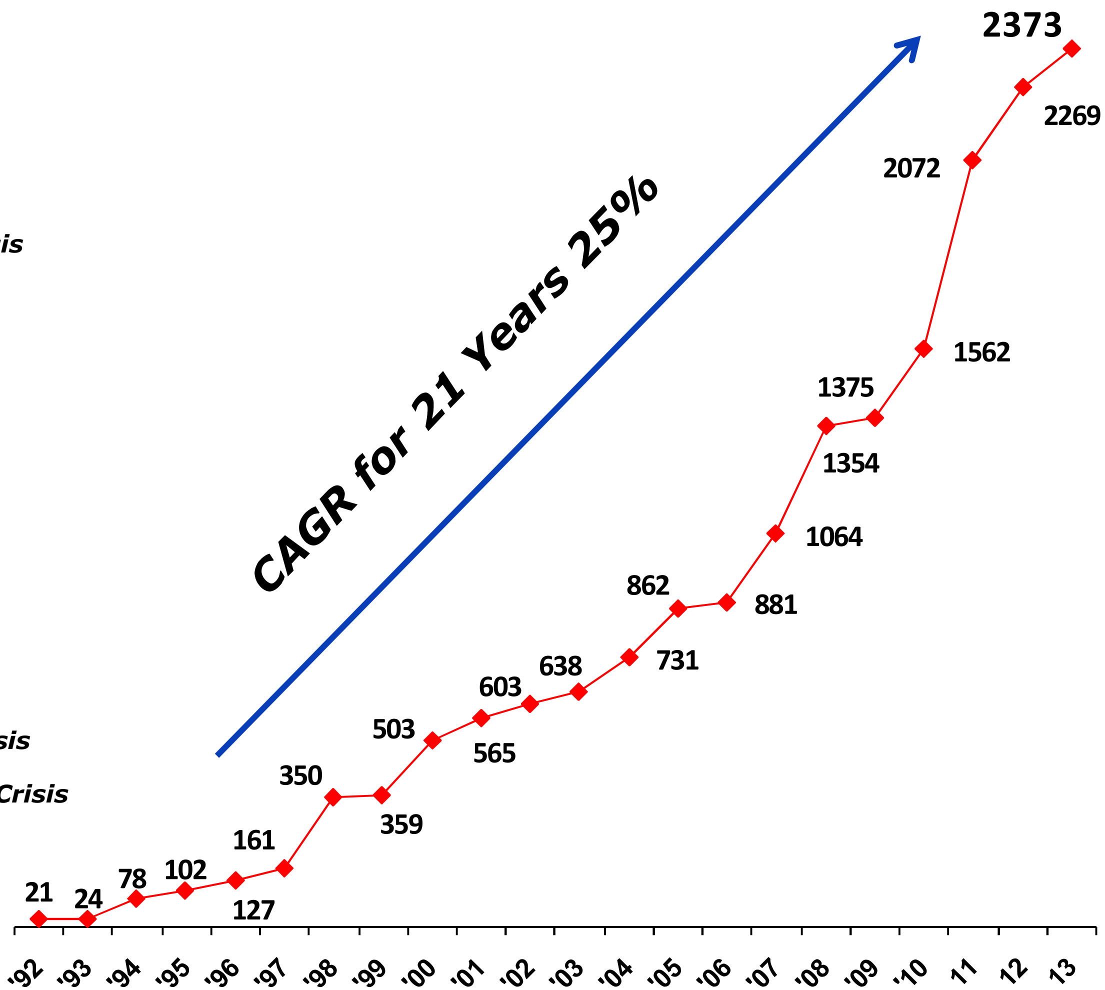
- **1984:** Donaldson Company Inc., USA (PT Panata Jaya Mandiri)
- **1985:** Mahle Japan Limited, Japan. (formerly Tsuchiya Manufacturing Co. Ltd., Japan)
- **1988:** Tokyo Roki Co., Ltd., Japan (PT Selamat Sempurna Tbk)

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)

21 Years Consecutive Sales Growth

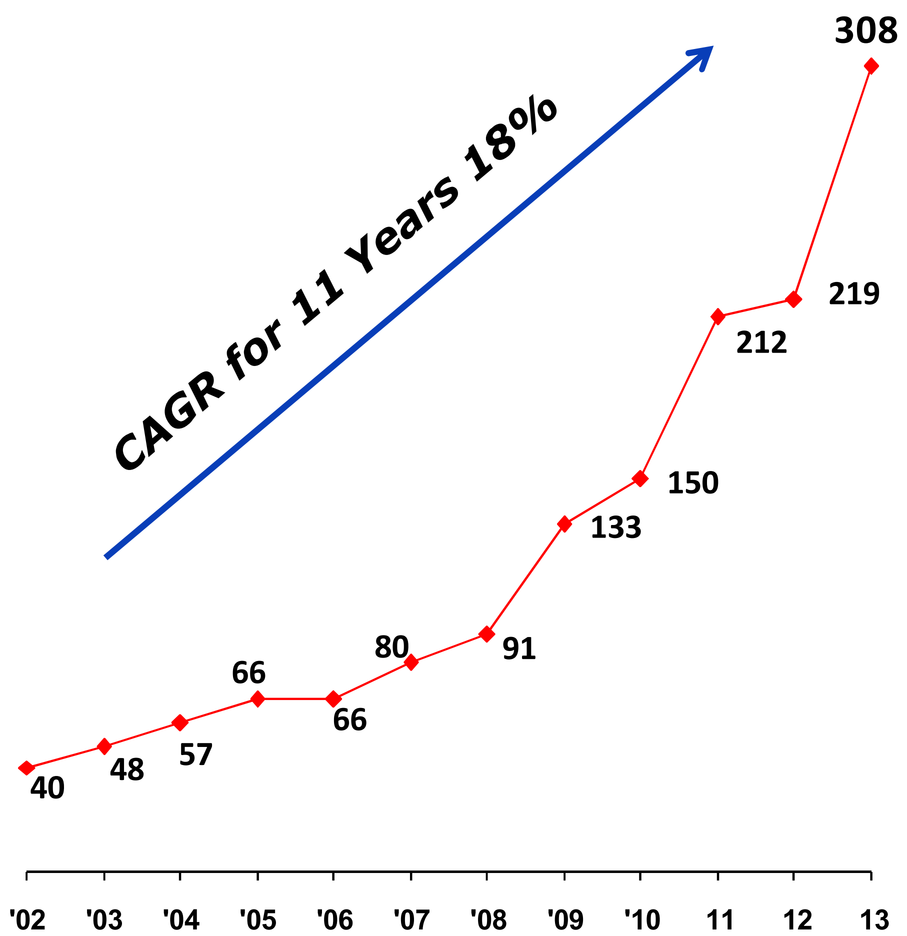
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	**350** → *Asia Crisis*
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	**1.354** → *USA Crisis*
17	2009	**1.375** → *Europe Crisis*
18	2010	1.562
19	2011	2.072
20	2012*	2.269
21	2013	2.373



Amount in Billion Rupiah **) restated*

11 Years Consecutive Net Income

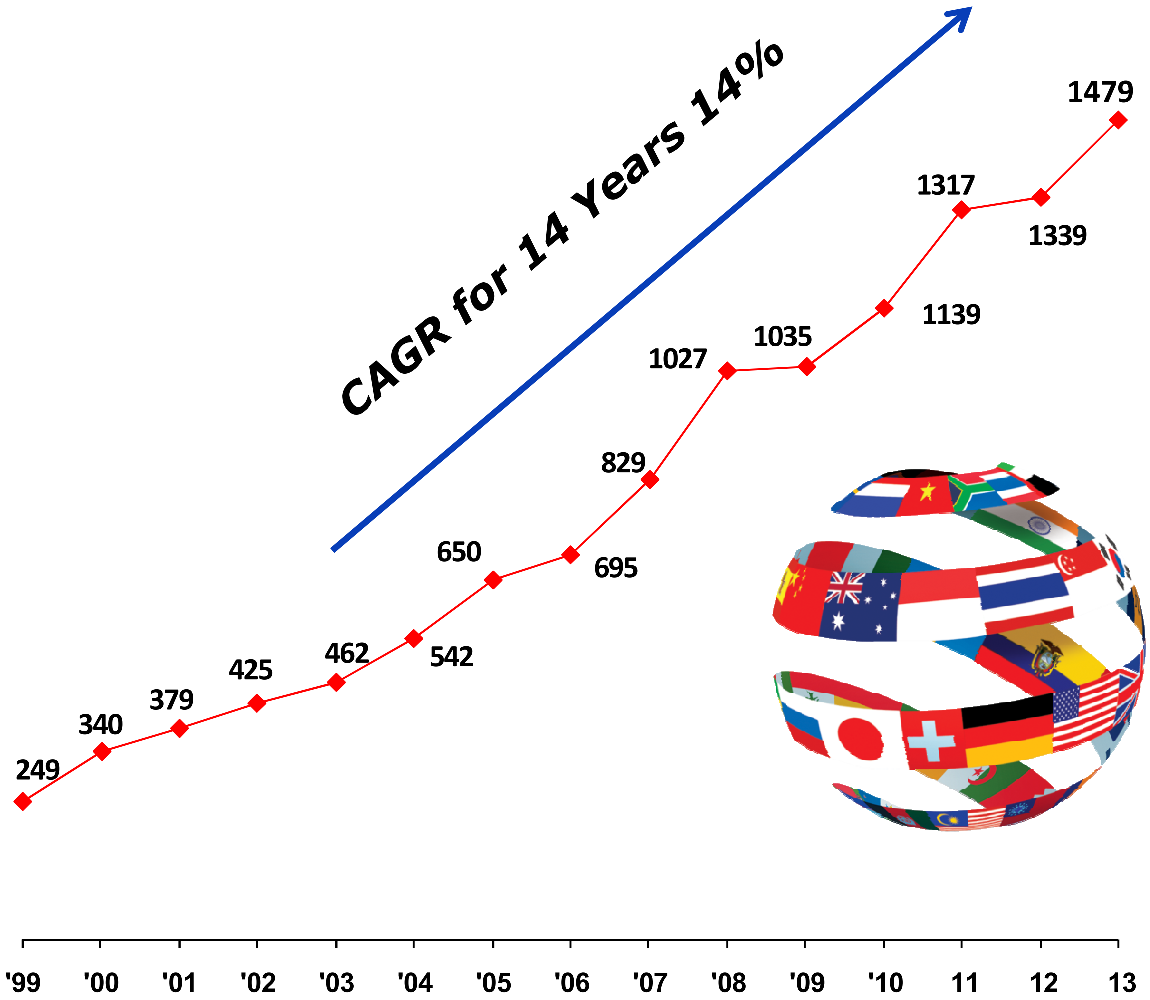
	Year	Net Income
	2002	40
1	2003	48
2	2004	57
3	2005	66
4	2006	66
5	2007	80
6	2008	91
7	2009	133
8	2010	150
9	2011	212
10	2012*)	219
11	2013	308



Amount in billion Rupiah *) Restated

14 Years Consecutive **Export** Sales Growth

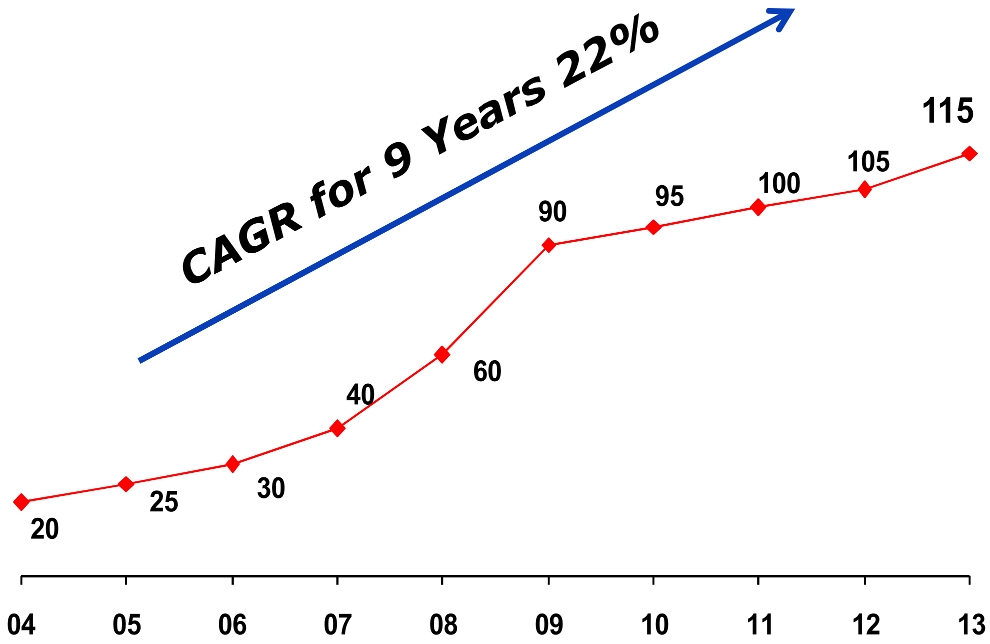
No	Year	Export Sales
	1999	249
1	2000	340
2	2001	379
3	2002	425
4	2003	462
5	2004	542
6	2005	650
7	2006	695
8	2007	829
9	2008	1.027
10	2009	1.035
11	2010	1.139
12	2011	1.317
13	2012	1.339
14	2013	1.479



Amount in Billion Rupiah

9 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%



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%.

Performance 2013

Comparative Financial Highlights 2013

Financial Highlights	2013	2012*	Var	%Var
Net Sales	2.373	2.269	104	4,57%
Gross Profit	638	600	38	6,28%
Income from Operation	490	400	90	22,6%
Net Income attributable to:				
Equity holders of the Parent Company	308	219	89	40,39%
Non-controlling Interest	30	35	(5)	(14,14%)
Current Asset	1.097	986	111	11,24%
Total Asset	1.701	1.556	145	9,31%
Current Liabilities	523	481	42	8,78%
Total Liabilities	694	646	48	7,46%
Equity attributable to :				
Equity holders of the Parent Company	838	735	103	13,95%
Non-controlling Interest	169	175	(6)	(3,34%)
EPS	214	152	62	40,39%

Amount In Billion Rupiah except EPS

****) Restated***

Sales by Region 2013

Region	2013		2012		Inc /(Dec)	
	Rp	%	Rp	%	Rp	%
Local	894	38%	930	41%	(36)	-3,93%
Asia	550	23%	499	22%	51	10,19%
America	444	19%	390	17%	54	13,84%
Europe	305	13%	282	12%	23	8,25%
Australia	148	6%	138	6%	10	7,4%
Africa	33	1%	31	1%	2	6,51%
Total	**2.373**	**100%**	**2.269**	**100%**	**104**	**4,57%**

Amount in Billion Rupiah

Sales Performance 2013

Market	Sales (Rp)				Inc/(Dec)	
	2013	%	2012	%	Rp	%
Export	1.479	62%	1.339	59%	140	10,47%
Local	894	38%	930	41%	(36)	(3,93)%
Total	**2.373**	**100%**	**2.269**	**100%**	**104**	**4,57%**

Product	Sales (Rp)				Inc/(Dec)	
	2013	%	2012	%	Rp	%
Filter	1.687	71%	1.560	69%	128	8,2%
Radiator	398	17%	385	17%	13	3,44%
Body Maker	198	8%	296	13%	(98)	(33,1%)
Trading	329	14%	290	13%	39	13,5%
Others	270	11%	237	10%	33	13,9%
(Eliminasi)	(509)	(21%)	(498)	(22%)	(11)	(2,3)%
Total	**2.373**	**100%**	**2.269**	**100%**	**104**	**4,57%**

Amount In Billion Rupiah

Performance 1 H 2014

Comparative Financial Highlights 1H-2014

Financial Highlights	1H'14(U)	1H'13(U)*	Var	%Var
Net Sales	1.296	1.092	204	18,69%
Gross Profit	358	272	86	31,74%
Net Income attributable to:				
Equity holders of the Parent Co.	175	100	75	75,00%
Non-controlling Interest	13	13	0,5	3,88%
Current Asset	1.167	979	188	19,23%
Total Asset	1.782	1.550	232	15,00%
Current Liabilities	435	476	(41)	-8,56%
Total Liabilities	598	617	(19)	-3,05%
Equity attributable to :				
Equity holders of the Parent Co.	1.013	761	252	33,11%
Non-controlling Interest	171	172	(0,8)	-0,44%
EPS	122	69	53	75,00%

Amount In Billion Rupiah except EPS

****) Restated***

Financial Ratio

Financial Ratio	1H'14(U)	1H'13(U)	2013	2012
Net Sales Growth	19%		5%	
Asset Growth	15%		9%	
Equity Growth *)	33%		14%	
Gross Profit Margin	28%	25%	27%	26%
Net Income Margin *)	13%	9%	13%	10%
Return on Assets	11%	7%	20%	16%
Return on Equity *)	17%	13%	37%	30%
Total Debt / Total Asset	34%	40%	41%	42%
Total Debt / Total Equity	50%	66%	69%	71%
Current Ratio	268%	206%	210%	205%

) attributable to Equity holders of Parent Company

Sales by Region 1H-2014

Region	1H-2014		1H-2013		Inc /(Dec)	
	Rp	%	Rp	%	Rp	%
Local	417	32%	449	41%	(32)	(7%)
Asia	325	25%	241	22%	84	35%
America	262	20%	198	18%	65	33%
Europe	187	14%	124	11%	63	51%
Australia	89	7%	66	6%	23	36%
Africa	17	1%	15	1%	2	12%
Total	**1.296**	**100%**	**1.092**	**100%**	**204**	**19%**

Amount in Billion Rupiah

Sales Performance 1H-2014

Market	Sales (Rp)				Inc/(Dec)	
	1H-2014	%	1H-2013	%	Rp	%
Export	880	68%	643	59%	237	37%
Local	417	32%	449	41%	(32)	-7%
Total	**1.296**	**100%**	**1.092**	**100%**	**204**	**19%**

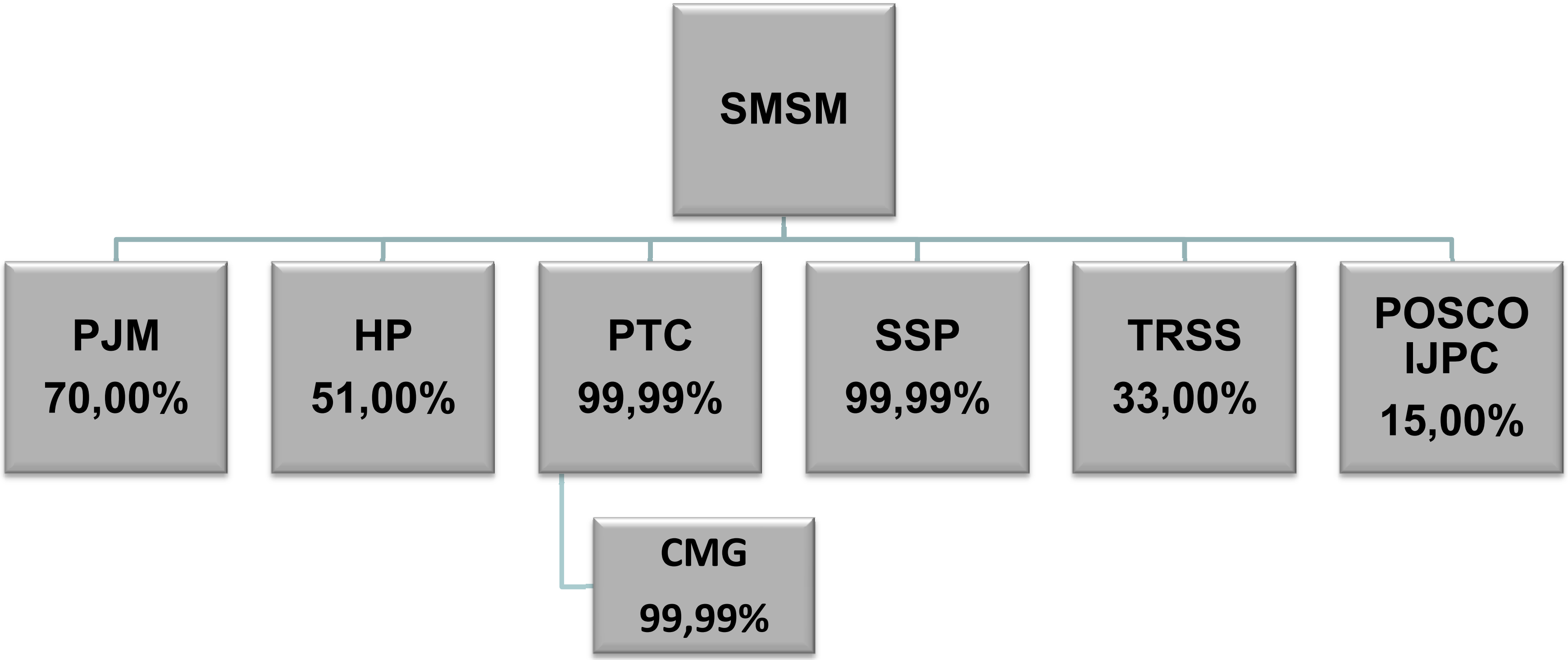
Product	Sales (Rp)				Inc/(Dec)	
	1H-2014	%	1H-2013	%	Rp	%
Filter	988	76%	752	69%	236	31%
Radiator	202	16%	191	17%	11	6%
Body Maker	76	6%	95	9%	(19)	-20%
Trading	161	12%	162	15%	(0,7)	-0,4%
Others	169	13%	135	12%	33	24%
(Eliminasi)	(300)	(23%)	(243)	(22%)	(57)	(23%)
Total	**1.296**	**100%**	**1.092**	**100%**	**204**	**19%**

Amount In Billion Rupiah

Bond Information

Name	Obligasi Selamat Sempurna II Tahun 2010 Dengan Tingkat Bunga Tetap
Series and Maturity	• **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	• **Seri A 8,9% per year settle 13 July 2011** • **Seri B 10,3% per year settle 08 July 2013** • Seri C 10,8% per year due 08 July 2015
Interest basis	Quarterly basis
Guarantee	Clean basis
Proceeds of fund to	• 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 09th 2010
Bond rating	idAA- (07April 2014)

Structure of Company relationship with the Subsidiaries and Associates



PJM	: PT PANATA JAYA MANDIRI
HP	: PT HYDRAXLE PERKASA
PTC	: PT PRAPAT TUNGGAL CIPTA
CMG	: PT CAHAYA MITRA GEMILANG
SSP	: PT SELAMAT SEMPANA PERKASA
TRSS	: PT TOKYO RADIATOR SELAMAT SEMPURNA
POSCO IJPC	: PT POSCO INDONESIA JAKARTA PROCESSING CENTER

PT Panata Jaya Mandiri – PJM (Subsidiary Company)

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

Financial Highlights	1H'14 (U)	1H'13 (U)	2013(A)	2012 (A)	2011 (A)	2010 (A)
Net Sales	271	220	488	450	509	441
Gross Profit	60	48	118	106	116	91
Income From Operations	51	38	98	83	84	66
Net Income	39	30	73	62	61	48
Current Asset	249	230	239	181	200	163
Total Asset	322	303	312	260	281	242
Current Liabilities	65	55	69	43	53	72
Total Liabilities	77	66	81	54	65	81
Total Equity	245	236	231	206	216	161

Amount in Billion Rupiah ***A = Audited***
U = Unaudited

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	1H'14 (U)	1H'13 (U)	2013 (A)	2012 (A)	2011 (A)	2010 (A)
Net Sales	100	122	243	340	310	229
Gross Profit	10	17	39	63	43	27
Income From Operations	5	10	24	47	32	18
Net Income	5	8	20	34	22	11
Current Asset	131	127	135	147	102	84
Total Asset	225	227	230	250	196	160
Current Liabilities	17	15	20	14	80	51
Total Liabilities	22	20	24	19	84	55
Total Equity	203	207	206	231	112	105

Amount in Billion Rupiah ***A = Audited***
U = Unaudited

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	1H 14 (U)	1H 13 (U)	2013(A)	2012 (A)	2011 (A)	2010 (A)
Net Sales	161	162	329	290	259	223
Gross Profit	31	26	49	39	34	31
Income From Operations	15	12	27	19	14	13
Net Income	11	9	20	13	10	10
Current Asset	156	139	138	120	113	100
Total Asset	162	146	144	126	119	105
Current Liabilities	97	75	84	72	56	54
Total Liabilities	101	78	87	75	58	54
Total Equity	62	67	56	50	61	51

Amount in Billion Rupiah

A = Audited
U = Unaudited

June 2014:

on Monday, June 30, 2014, PT Prapat Tunggal Cipta (“PTC”) effectively become a major shareholders of PT Cahaya Mitra Gemilang (CMG), accordance to Transaction of Share Purchase owned by PT Adrindo Intisarana and Eddy Hartono in CMG, by PTC

Share purchase transaction owned by AIS and EH in CMG

Shareholders	Shareholders Compositions			
	Before Transaction		After Transaction	
	Number of Share	%	Number of Share	%
PT Adrindo Intisarana	9.840	98.40%	-	-
Eddy Hartono	160	1.60%	1	0.01%
PT Prapat Tunggal Cipta	-	-	9.999	99.99%
Total	10.000	100.00%	10.000	100,00%

PT Cahaya Mitra Gemilang– CMG (Subsidiary Company of PTC)

- PTC owns a 99,99% stake in CMG
- Specializes on the distribution of the Company products in North Sumatera and Nanggroe Aceh Darussalam

Financial Highlights	1H 14 (U)	1H'13 (U)	2013(A)	2012 (A)	2011 (A)
Net Sales	16,9	16,6	34,9	31,8	27,5
Gross Profit	3,6	3,3	6,4	5,2	4,3
Income From Operations	1,4	1,5	2,5	1,9	1,3
Net Income	1,1	1,2	1,9	1,3	1,2
Current Asset	21,7	21,3	21,4	18,6	16,8
Total Asset	22,2	21,9	21,9	19,2	17,4
Current Liabilities	10,5	12,2	11,4	10,6	9,3
Total Liabilities	10,6	12,2	11,5	10,6	9,2
Total Equity	11,4	9,6	10,5	8,5	8,1

Amount in Billion Rupiah

A = Audited
U = Unaudited

PT Selamat Sempana 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	1H 14 (U)	1H'13 (U)	2013(A)	2012 (A)	2011 (A)	2010 (A)
Net Sales	93	69	138	115	108	106
Gross Profit	13	8	18	13	11	9
Income From Operations	10	5	11	7	5	5
Net Income	8	4	8	5	3	3
Current Asset	52	41	39	43	35	26
Total Asset	75	62	60	66	58	46
Current Liabilities	18	9	9	16	15	8
Total Liabilities	22	13	13	21	18	8
Total Equity	53	49	47	45	40	37

Amount in Billion Rupiah

A = Audited
U = Unaudited

POSCO IJPC (Associate Company)

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

Financial Highlights	1H'14(U)	1H'13(U)	'13 (A)	'12 (A)	'11 (A)	'10(A)
Net Sales	36,1	36,5	73,6	67,9	58,3	35,1
Gross Profit	1,4	2,4	2,7	2,5	3,3	2,5
Net Income	(0,14)	0,7	(4,7)	(1,1)	0,1	0,8
Asset	95,6	82,9	85,3	65,6	45,6	45,6
Liabilities	79,5	61,4	69,0	44,8	39,2	39,2
Equity	16	21,6	16,2	20,8	6,4	6,4

Amount in Million USD

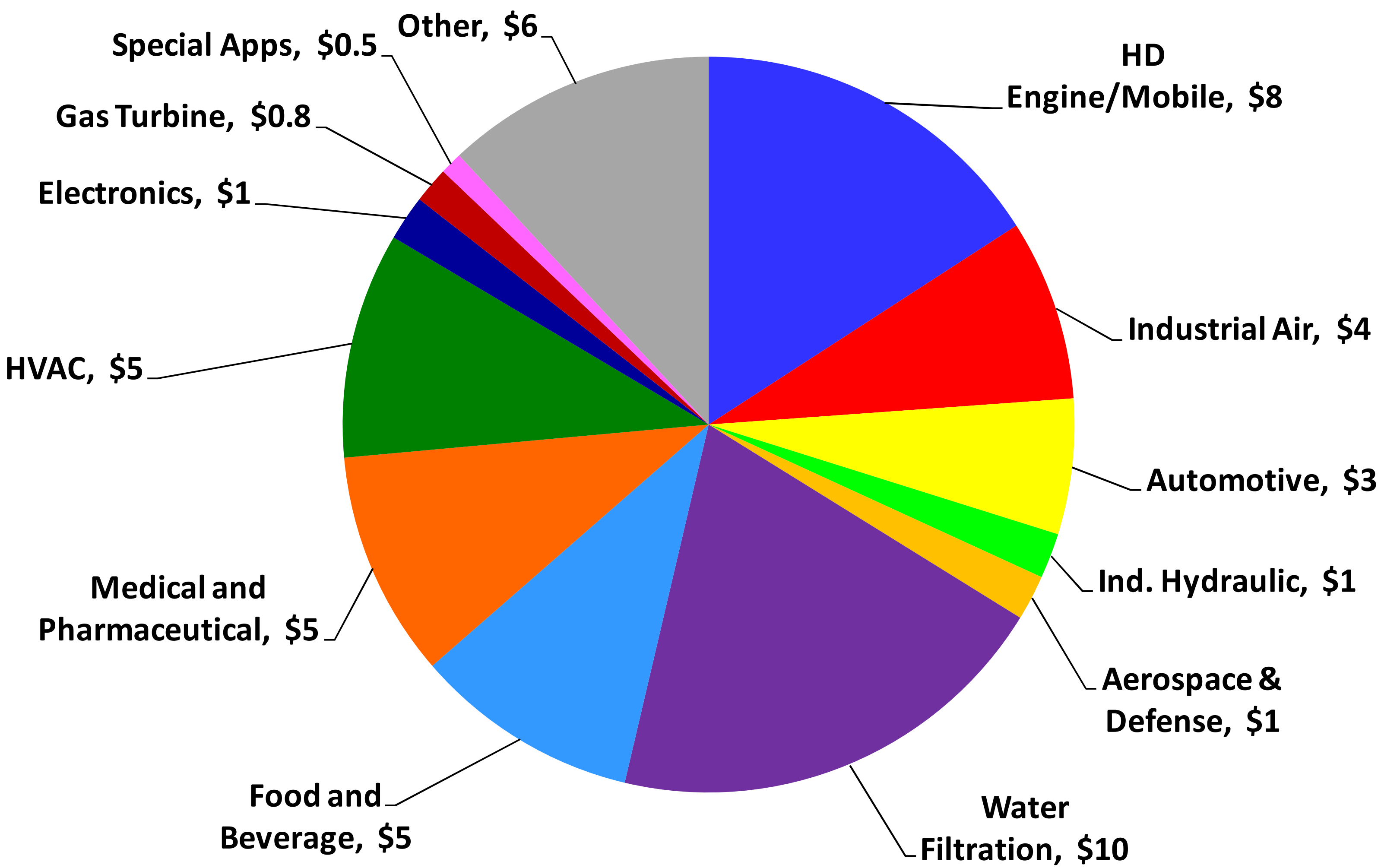
A = Audited
U = Unaudited

PT Tokyo Radiator Selamat Sempurna (Associate Company)

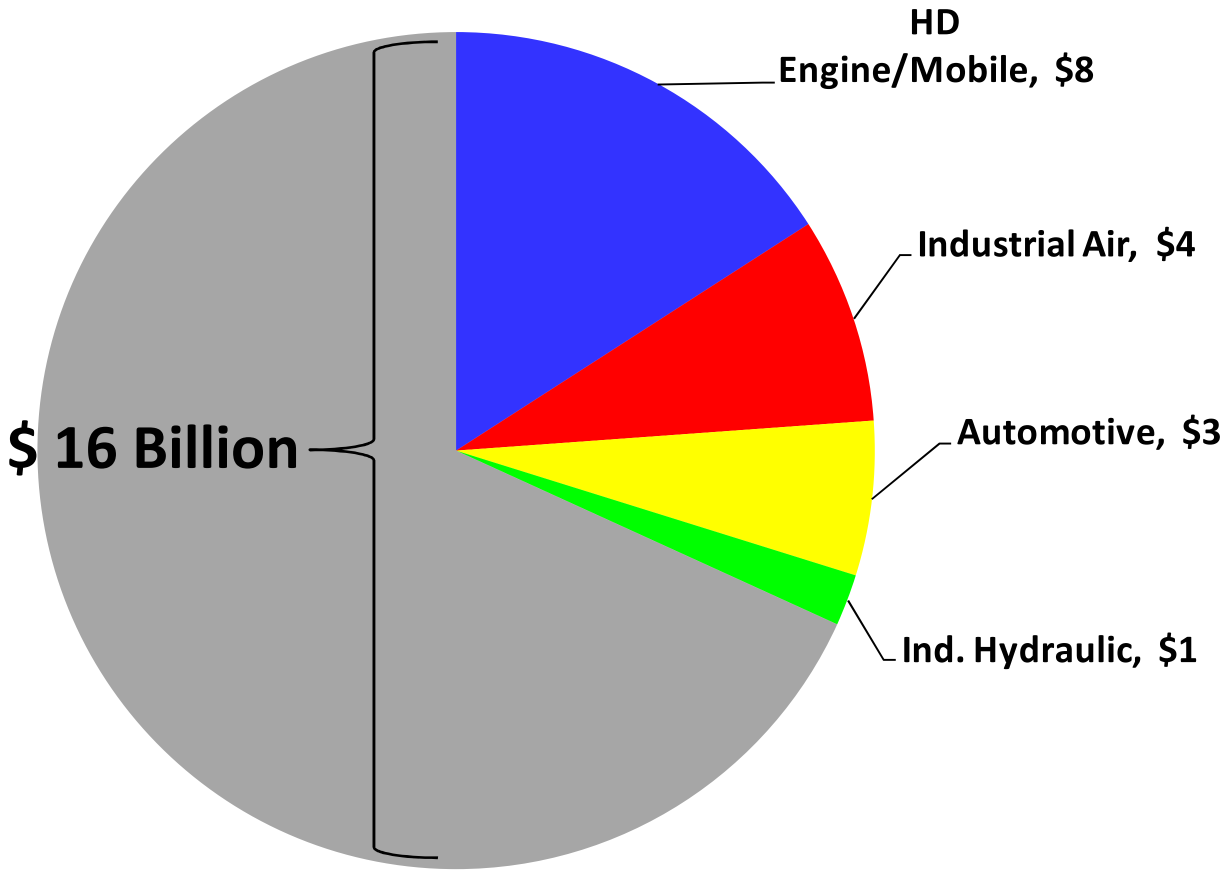
Company Name	PT Tokyo Radiator Selamat Sempurna
Capital	Paid in Capital IDR 33.700.000.000
Shareholder Composition	Tokyo Radiator Mfg. Co. Ltd 67% PT Selamat Sempurna Tbk 33%
Main Product	Heat Exchanger
Capacity	150.000 pcs Radiator / year 125.000 Intercooler/year
Segmen Market	OEM
Commmercial Operation	**04 June 2013** **Loss as per 31 Mar 2014 : IDR 9,75 Billion (Audited)** **Loss as per 30 June 2014 : IDR 3,2 Billion (Unaudited)**
Auditor	Purwantono, Suherman &Surja (Ernst & Young)
Location	Komplek Industri ADR

$50 Billion Filtration Market

Source : Donaldson Company Inc. **Presentation**



$16 Billion Targeted Filtration Market



Outlook 2014

	2014 (F)	2013 (A)	2012 (A)	2011 (A)	2010 (A)	2009 (A)	2008 (A)
Net Sales	2.679	2.373	2.269	2.072	1.562	1.375	1.354
Net Income *)	320	308	219	212	150	133	91
NPM	12%	13%	10%	10%	10%	10%	7%
ROA	20%	20%	16%	18%	15%	15%	11%
ROE	37%	37%	30%	32%	29%	27%	17%
Debt/Equity	62%	69%	71%	70%	88%	73%	58%
EPS	222	214	152	147	104	92	64

Amount in Billion Rupiah except EPS

F = Forecast ; A = Audited

****) attributable to Equity holders of Parent Company***

Long-Term Goal in 5 year

- ❑ The Largest Filtration Manufacturer in Asia Pasific
- ❑ SAKURA Filtration Product as One of World's Most Valuable Brands
- ❑ The Most Preferred Company to invest and to work for
- ❑ Committed to consecutive growth & financial performance
- ❑ Committed to strong dividend policy
- ❑ Sales more than IDR 4 Trillion FY 2017

Award

Primaniyarta Award
(2009, 2011,2012 & 2013)
Global Brand Developer
Global Brand Creator

SWA Magazine
(2010 & 2011)
Top 50 Indonesia Global Brand &
Top 250 Indonesia Original Brand

Rekor Bisnis
(2011)
Recognition as The Greatest Number of Filter Brand Registration and The Most Comprehensive Range Product

Museum Rekor Dunia - Indonesia
(2011)
Recognition as The Largest Seller and Manufacturer of Filter Product in Indonesia

Marketing Award
(2011 & 2012)
Recognition as The Best in Market Driving Company & The Best in International Marketing from Marketing Magazine

Rekor Bisnis
(2012)
Recognition for PT Hydraxle Perkasa as The Largest Dump Truck Body Manufacturers in Indonesia

Brand Champion
(2012 & 2013)
Recognition as The Indonesia Brand Champion of Most Widely Used Car Air & Oil Filter from Markplus Insight.

Indonesia Living Legend Brands
(2013)
"Sakura" is recognized as one of the **Indonesia Living Legend Brands** based on SWA Magazine

Milestone and Achievement 2014

- The Best Vendor Contribution for Automotive Parts 2013
- The Best Vendor Performance 2013
- Best Listed Companies 2014 in Diversified Manufacturing Sector
- Recognition as one of Indonesia Most Admired Company 2014 (#3) in the category of Automotive Spare Parts from Frontier
- Most Committed to a Strong Dividend Policy from Finance Asia
- Best of the Best list, the top 50 best performing companies on the Indonesia Stock Exchange from Forbes Magazine
- One of 25 Stock Issuers listed on PEFINDO25 SME Index for period August 2014 – January 2015

Thank You