



PT SELAMAT SEMPURNA Tbk.
MEMBER OF ADR GROUP



dbAccess Indonesia Conference 2014

Four Seasons Hotel, Jakarta

18 November 2014

Fact Sheet about SMSM


- ❑ PT Selamat Sempurna Tbk (SMSM) 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 **110** 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 \pm 500 part numbers every year.*



Exported to more than 110 countries worldwide

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- | | | | | |
|-----------------|-----------------------|----------------------|----------------------|------------------------|
| 1. Afghanistan | 26. Ecuador | 51. Kyrgyzstan | 76. Peru | 101. Trinidad & Tobago |
| 2. Angola | 27. Ethiopia | 52. Lebanon | 77. Philippines | 102. Tunis |
| 3. Argentina | 28. Equatorial Guinea | 53. Libya | 78. Poland | 103. Turkey |
| 4. Austria | 29. Fiji Island | 54. Lithuania | 79. Portugal | 104. Turkmenistan |
| 5. Australia | 30. Finland | 55. Luxembourg | 80. Puerto Rico | 105. U.A.E |
| 6. Azerbaijan | 31. France | 56. Macedonia | 81. Qatar | 106. Uganda |
| 7. Bahrain | 32. Ghana | 57. Madagascar | 82. People R.O.C | 107. Ukraine |
| 8. Bangladesh | 33. Germany | 58. Malaysia | 83. Rep. of Dominica | 108. United Kingdom |
| 9. Barbados | 34. Greece | 59. Maldives | 84. Rep. of Yemen | 109. U.S.A |
| 10. Belarus | 35. Guatemala | 60. Malta | 85. Romania | 110. Uruguay |
| 11. Belgium | 36. Guyana | 61. Morocco | 86. Russia | 111. Venezuela |
| 12. Bolivia | 37. Honduras | 62. Mauritius | 87. Saudi Arabia | 112. Vietnam |
| 13. Brazil | 38. Hong Kong | 63. Mexico | 88. Singapore | 113. Zambia |
| 14. Brunei | 39. India | 64. Myanmar | 89. South Africa | |
| 15. Bhutan | 40. Iran | 65. Nepal | 90. South Korea | |
| 16. Cambodia | 41. Ireland | 66. Netherlands | 91. Spain | |
| 17. Cameroon | 42. Israel | 67. New Zealand | 92. Sri Lanka | |
| 18. Canada | 43. Italy | 68. Nigeria | 93. Sudan | |
| 19. Chile | 44. Ivory Coast | 69. Nicaragua | 94. Suriname | |
| 20. Cyprus | 45. Japan | 70. Oman | 95. Syria | |
| 21. Colombia | 46. Jordan | 71. Palestine | 96. Switzerland | |
| 22. Costa Rica | 47. Kazakhstan | 72. Pakistan | 97. Taiwan | |
| 23. East Timor | 48. Kenya | 73. Panama | 98. Tajikistan | |
| 24. Egypt | 49. Kosovo | 74. Paraguay | 99. Tanzania | |
| 25. El Salvador | 50. Kuwait | 75. Papua New Guinea | 100. Thailand | |
- 33 Additional Countries in 2007 - 2012
- 7 Additional Countries in 2013 - 2014

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% |

Capacity & Utilization 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
Filtration Product



RADIATOR



DUMP HOIST



COOLANT



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)

Quality Management System

- ISO 9002:1994 Certifications
- QS-9000 Certifications
- ISO 9001:2000 Certifications
- ISO 9001:2008 Certifications
- ISO/TS 16949:2002 Certifications
- ISO/IEC 17025:1999 Accreditations
- ISO/IEC 17025:2005 Accreditations

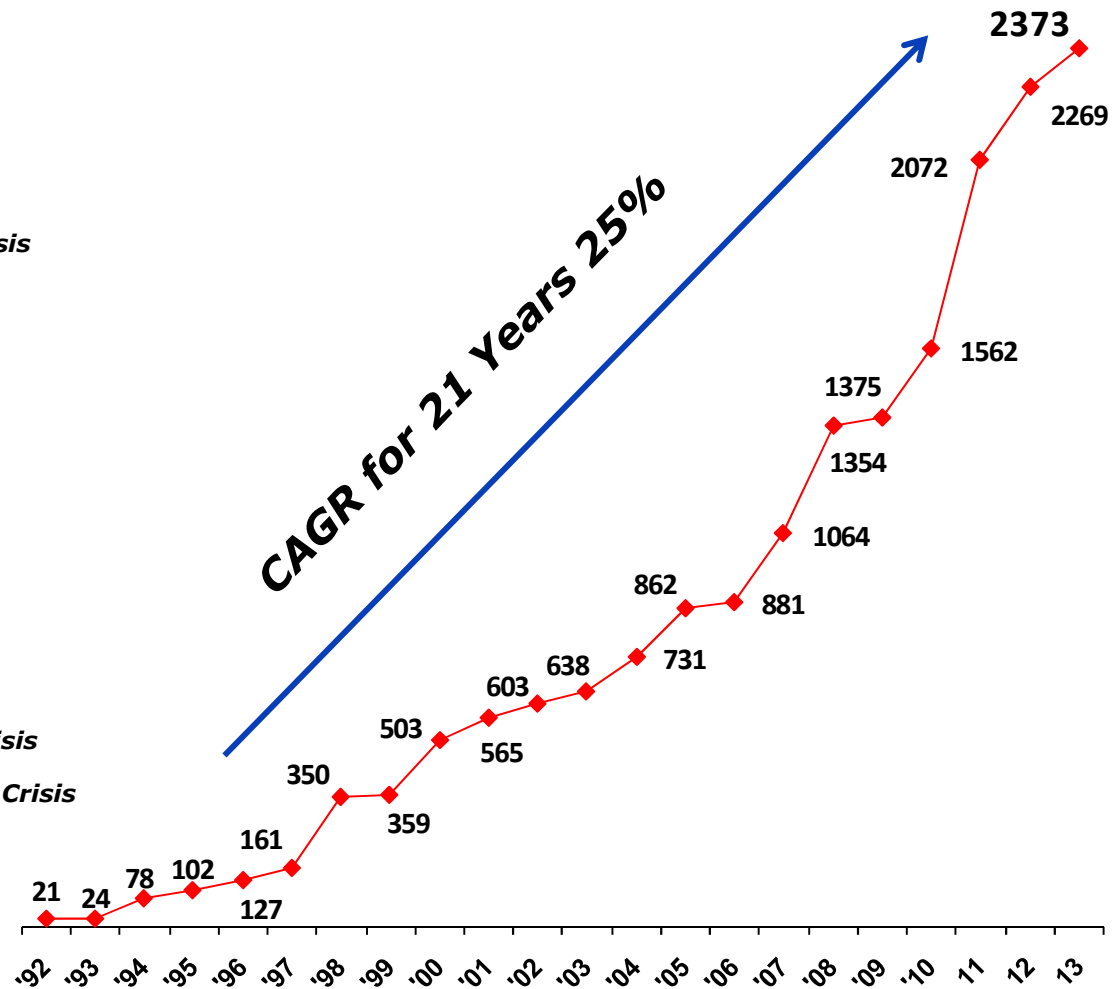
21 Years Consecutive Sales Growth

| No | Year | Net Sales |
|----|-------|-----------|
| | 1992 | 21 |
| 1 | 1993 | 24 |
| 2 | 1994 | 78 |
| 3 | 1995 | 102 |
| 4 | 1996 | 127 |
| 5 | 1997 | 161 |
| 6 | 1998 | 350 |
| 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 | 2.373 |

→ Asia Crisis

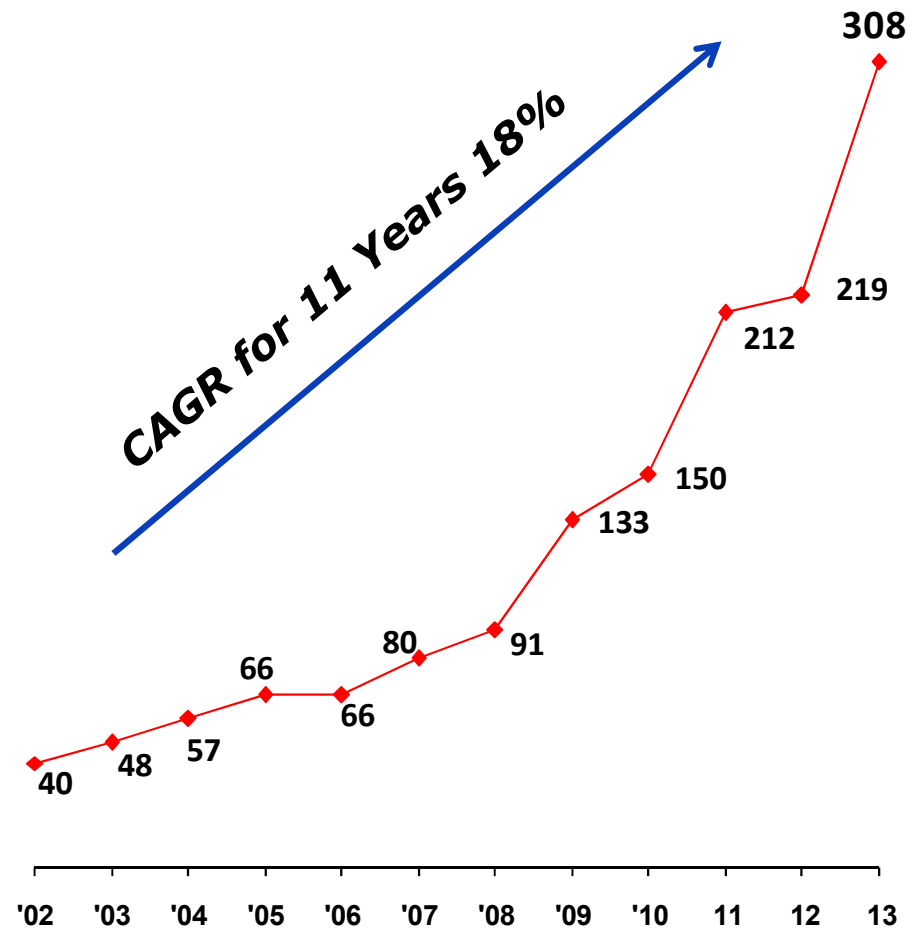
→ USA Crisis

→ Europe Crisis



11 Years Consecutive Net Income

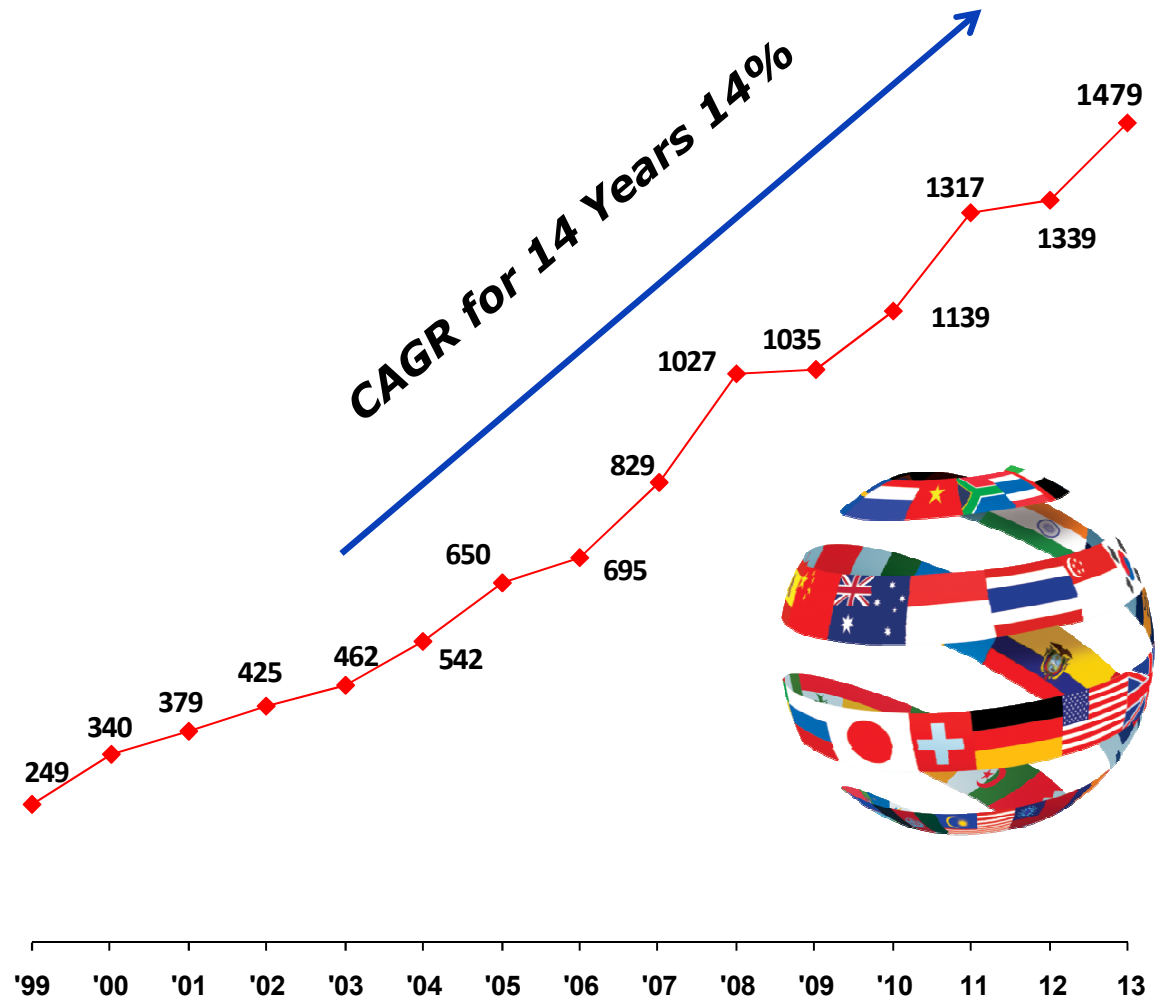
| | Year | Net Income |
|----|--------|------------|
| | 2002 | 40 |
| 1 | 2003 | 48 |
| 2 | 2004 | 57 |
| 3 | 2005 | 66 |
| 4 | 2006 | 66 |
| 5 | 2007 | 80 |
| 6 | 2008 | 91 |
| 7 | 2009 | 133 |
| 8 | 2010 | 150 |
| 9 | 2011 | 212 |
| 10 | 2012*) | 219 |
| 11 | 2013 | 308 |



14 Years Consecutive **Export** Sales Growth

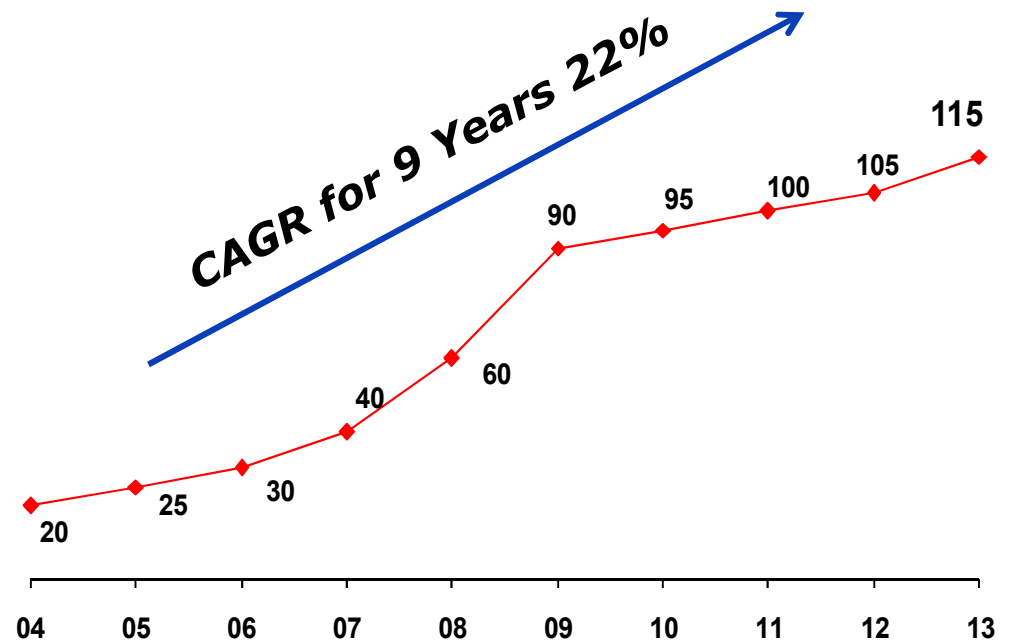
| No | Year | Export Sales |
|----|------|--------------|
| | 1999 | 249 |
| 1 | 2000 | 340 |
| 2 | 2001 | 379 |
| 3 | 2002 | 425 |
| 4 | 2003 | 462 |
| 5 | 2004 | 542 |
| 6 | 2005 | 650 |
| 7 | 2006 | 695 |
| 8 | 2007 | 829 |
| 9 | 2008 | 1.027 |
| 10 | 2009 | 1.035 |
| 11 | 2010 | 1.139 |
| 12 | 2011 | 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% |
| | 2014 | 143,97 | 100*) | 190 | 53% |



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%.

*) **Interim Dividend :**

1st Interim Dividend = IDR 40 per share on Oct 10, 2014

2nd Interim Dividend = IDR 60 per share on Dec 11, 2014



Performance 3Q - 2014



Comparative Financial Highlights 3Q - 2014

| Financial Highlights | 3Q '14(U) | 3Q '13(U)* | Var | %Var |
|----------------------------------|-----------|------------|-----|---------|
| Net Sales | 1,933 | 1,664 | 269 | 16,16% |
| Gross Profit | 554 | 409 | 145 | 35,52% |
| Net Income attributable to: | | | | |
| Equity holders of the Parent Co. | 273 | 179 | 95 | 53,13% |
| Non-controlling Interest | 22 | 20 | 2 | 9% |
| Current Asset | 1,130 | 1,048 | 82 | 7,8% |
| Total Asset | 1,753 | 1,620 | 133 | 8,24% |
| Current Liabilities | 548 | 471 | 76 | 16,2% |
| Total Liabilities | 608 | 613 | (5) | (0,85)% |
| Equity attributable to : | | | | |
| Equity holders of the Parent Co. | 975 | 840 | 134 | 16% |
| Non-controlling Interest | 171 | 167 | 4 | 2,57% |
| EPS | 190 | 124 | 66 | 53,13% |

Amount In Billion Rupiah except EPS

**) Restated*

Financial Ratio

| Financial Ratio | 3Q '14(U) | 3Q '13(U) | 2013 | 2012 |
|---------------------------|-----------|-----------|------|------|
| Net Sales Growth | 16% | | 5% | |
| Asset Growth | 8% | | 9% | |
| Equity Growth *) | 16% | | 14% | |
| Gross Profit Margin | 29% | 25% | 27% | 26% |
| Net Income Margin *) | 14% | 11% | 13% | 10% |
| Return on Assets | 17% | 12% | 20% | 16% |
| Return on Equity *) | 28% | 21% | 37% | 30% |
| Total Debt / Total Asset | 35% | 38% | 41% | 42% |
| Total Debt / Total Equity | 53% | 61% | 69% | 71% |
| Current Ratio | 206% | 222% | 210% | 205% |

**) attributable to Equity holders of Parent Company*

Sales by Region 3Q - 2014

| Region | 3Q - 2014 | | 3Q - 2013 | | Inc / (Dec) | |
|--------------|--------------|-------------|--------------|-------------|-------------|------------|
| | Rp | % | Rp | % | Rp | % |
| Local | 604 | 31% | 673 | 40% | (69) | (10%) |
| Asia | 501 | 26% | 374 | 22% | 127 | 34% |
| America | 388 | 20% | 298 | 18% | 90 | 30% |
| Europe | 278 | 14% | 196 | 12% | 82 | 42% |
| Australia | 135 | 7% | 99 | 6% | 36 | 36% |
| Africa | 27 | 1% | 24 | 1% | 3 | 14% |
| Total | 1.933 | 100% | 1.664 | 100% | 269 | 16% |

Amount in Billion Rupiah

Sales Performance 3Q-2014

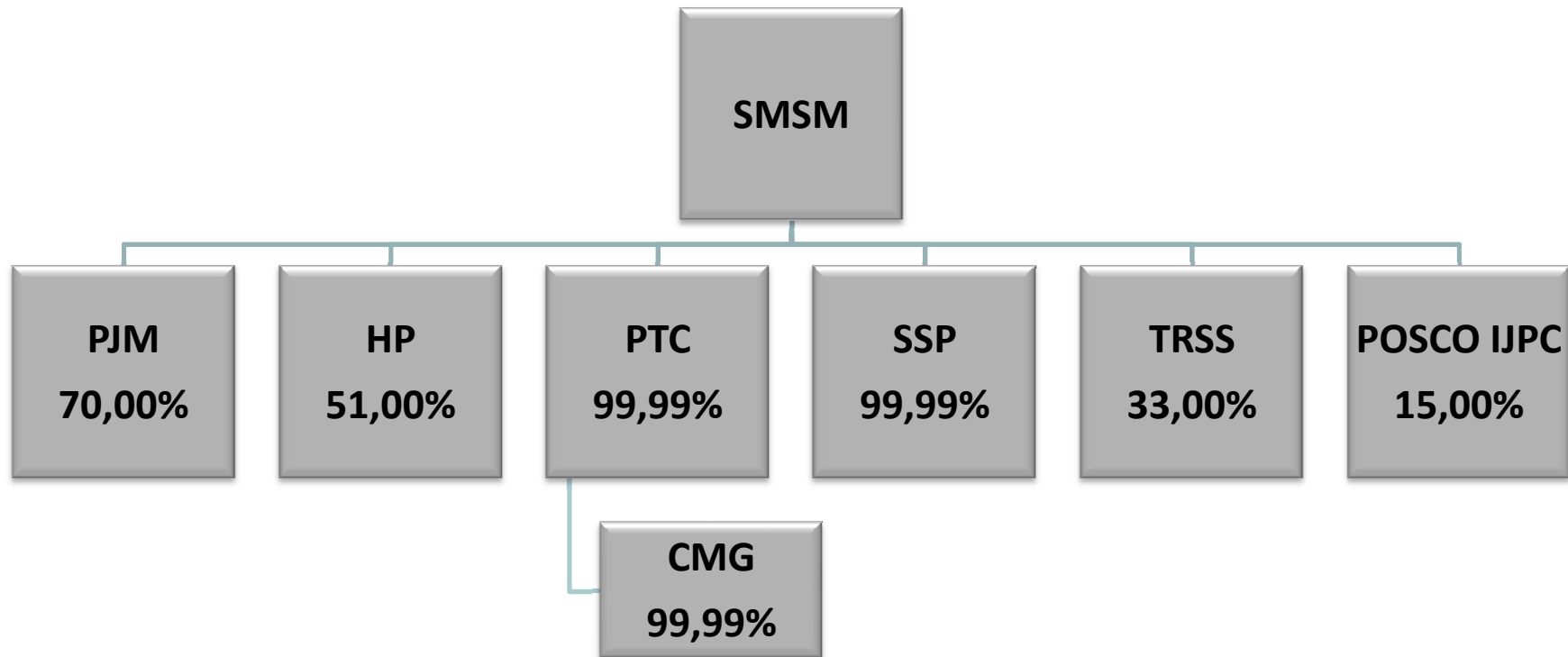
| Market | Sales (Rp) | | | | Inc/(Dec) | |
|--------------|--------------|-------------|--------------|-------------|------------|------------|
| | 3Q - 2014 | % | 3Q - 2013 | % | Rp | % |
| Export | 1.329 | 69% | 991 | 60% | 338 | 34% |
| Local | 604 | 31% | 673 | 40% | (69) | (10%) |
| Total | 1.933 | 100% | 1.664 | 100% | 269 | 16% |

| Product | Sales (Rp) | | | | Inc/(Dec) | |
|--------------------|--------------|--------------|--------------|--------------|-------------|--------------|
| | 3Q - 2014 | % | 3Q - 2013 | % | Rp | % |
| Filter | 1.481 | 77% | 1.138 | 68% | 343 | 30% |
| Radiator | 297 | 15% | 293 | 18% | 4 | 1,5% |
| Body Maker | 108 | 6% | 150 | 9% | (42) | (28%) |
| Trading | 240 | 12% | 242 | 15% | (2) | (0,8%) |
| Others | 242 | 13% | 198 | 12% | 44 | 22% |
| (Eliminasi) | (436) | (23%) | (357) | (21%) | (78) | (22%) |
| Total | 1.933 | 100% | 1.664 | 100% | 269 | 16% |

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 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 | <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 | 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 | 3Q '14 (U) | 3Q '13 (U) | 2013(A) | 2012 (A) | 2011 (A) | 2010 (A) |
|------------------------|------------|------------|---------|----------|----------|----------|
| Net Sales | 403 | 334 | 488 | 450 | 509 | 441 |
| Gross Profit | 94 | 75 | 118 | 106 | 116 | 91 |
| Income From Operations | 80 | 60 | 98 | 83 | 84 | 66 |
| Net Income | 61 | 48 | 73 | 62 | 61 | 48 |
| Current Asset | 229 | 226 | 239 | 181 | 200 | 163 |
| Total Asset | 304 | 298 | 312 | 260 | 281 | 242 |
| Current Liabilities | 54 | 61 | 69 | 43 | 53 | 72 |
| Total Liabilities | 66 | 72 | 81 | 54 | 65 | 81 |
| Total Equity | 238 | 225 | 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
- ❑ Effective on October 10, 2014, the shareholders of HP agreed to proportionately decrease the share capital in HP by Rp.45.917.640.000 to become Rp.107.141.160.000,- , in which, the proportion of decrease of the SMSM's shares ownership in HP is amounted to Rp.23.417.640.000,-

| Financial Highlights | 3Q'14 (U) | 3Q'13 (U) | 2013 (A) | 2012 (A) | 2011 (A) | 2010 (A) |
|------------------------|-----------|-----------|----------|----------|----------|----------|
| Net Sales | 143 | 186 | 243 | 340 | 310 | 229 |
| Gross Profit | 18 | 27 | 39 | 63 | 43 | 27 |
| Income From Operations | 9 | 17 | 24 | 47 | 32 | 18 |
| Net Income | 8 | 13 | 20 | 34 | 22 | 11 |
| Current Asset | 133 | 134 | 135 | 147 | 102 | 84 |
| Total Asset | 225 | 231 | 230 | 250 | 196 | 160 |
| Current Liabilities | 12 | 21 | 20 | 14 | 80 | 51 |
| Total Liabilities | 18 | 27 | 24 | 19 | 84 | 55 |
| Total Equity | 207 | 205 | 206 | 231 | 112 | 105 |

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 | 3Q'14 (U) | 3Q'13 (U) | 2013(A) | 2012 (A) | 2011 (A) | 2010 (A) |
|------------------------|-----------|-----------|---------|----------|----------|----------|
| Net Sales | 240 | 242 | 329 | 290 | 259 | 223 |
| Gross Profit | 48 | 41 | 49 | 39 | 34 | 31 |
| Income From Operations | 26 | 22 | 27 | 19 | 14 | 13 |
| Net Income | 19 | 16 | 20 | 13 | 10 | 10 |
| Current Asset | 155 | 129 | 138 | 120 | 113 | 100 |
| Total Asset | 161 | 136 | 144 | 126 | 119 | 105 |
| Current Liabilities | 88 | 64 | 84 | 72 | 56 | 54 |
| Total Liabilities | 92 | 68 | 87 | 75 | 58 | 54 |
| Total Equity | 69 | 68 | 56 | 50 | 61 | 51 |

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

- ❑ PTC owns a 99,99% stake in CMG (acquire on June 2014)
- ❑ Specializes on the distribution of the Company products in North Sumatera and Nanggroe Aceh Darussalam

| Financial Highlights | 3Q'14 (U) | 3Q'13 (U) | 2013(A) | 2012 (A) | 2011 (A) |
|------------------------|-----------|-----------|---------|----------|----------|
| Net Sales | 26,3 | 24,8 | 34,9 | 31,8 | 27,5 |
| Gross Profit | 5,8 | 5,1 | 6,4 | 5,2 | 4,3 |
| Income From Operations | 2,6 | 2,3 | 2,5 | 1,9 | 1,3 |
| Net Income | 1,9 | 1,8 | 1,9 | 1,3 | 1,2 |
| Current Asset | 22,8 | 20,4 | 21,4 | 18,6 | 16,8 |
| Total Asset | 23,2 | 21,1 | 21,9 | 19,2 | 17,4 |
| Current Liabilities | 10,7 | 10,8 | 11,4 | 10,6 | 9,3 |
| Total Liabilities | 10,7 | 10,8 | 11,5 | 10,6 | 9,2 |
| Total Equity | 12,4 | 10,3 | 10,5 | 8,5 | 8,1 |

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 | 3Q'14 (U) | 3Q'13 (U) | 2013(A) | 2012 (A) | 2011 (A) | 2010 (A) |
|------------------------|-----------|-----------|---------|----------|----------|----------|
| Net Sales | 133 | 100 | 138 | 115 | 108 | 106 |
| Gross Profit | 18 | 13 | 18 | 13 | 11 | 9 |
| Income From Operations | 14 | 8 | 11 | 7 | 5 | 5 |
| Net Income | 11 | 6 | 8 | 5 | 3 | 3 |
| Current Asset | 49 | 46 | 39 | 43 | 35 | 26 |
| Total Asset | 73 | 67 | 60 | 66 | 58 | 46 |
| Current Liabilities | 20 | 14 | 9 | 16 | 15 | 8 |
| Total Liabilities | 25 | 19 | 13 | 21 | 18 | 8 |
| Total Equity | 49 | 48 | 47 | 45 | 40 | 37 |

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 | 3Q'14(U) | 3Q'13(U) | '13 (A) | '12 (A) | '11 (A) | '10(A) |
|----------------------|----------|----------|---------|---------|---------|--------|
| Net Sales | 50,8 | 54,1 | 73,6 | 67,9 | 58,3 | 35,1 |
| Gross Profit | 2,5 | 2,1 | 2,7 | 2,5 | 3,3 | 2,5 |
| Net Income | (0,5) | (3,5) | (4,7) | (1,1) | 0,1 | 0,8 |
| Asset | 90,2 | 93,8 | 85,3 | 65,6 | 45,6 | 45,6 |
| Liabilities | 74,5 | 76,5 | 69,0 | 44,8 | 39,2 | 39,2 |
| Equity | 15,7 | 17,3 | 16,2 | 20,8 | 6,4 | 6,4 |

Amount in Million USD

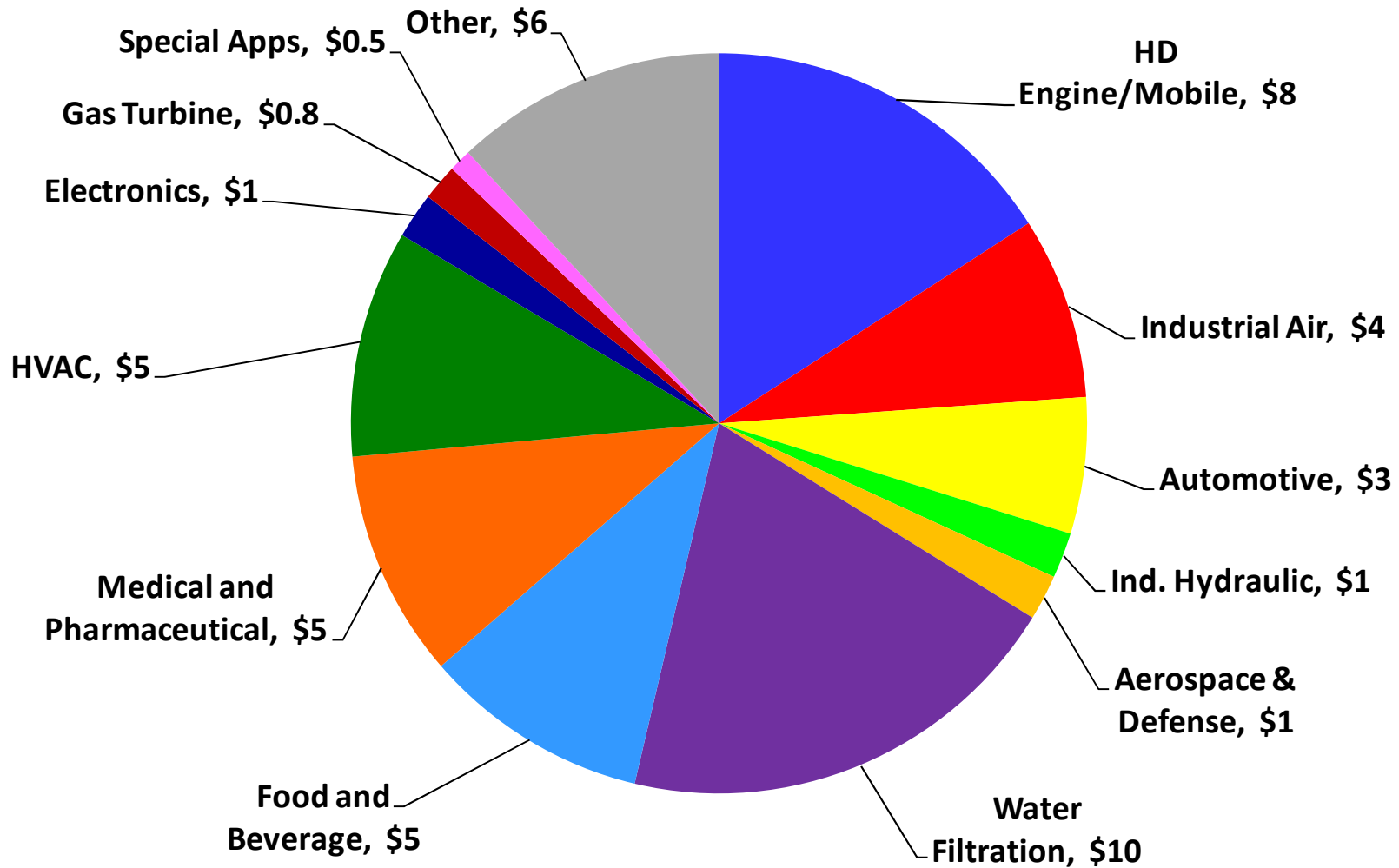
A = Audited
U = Unaudited

PT Tokyo Radiator Selamat Sempurna (Associate Company)

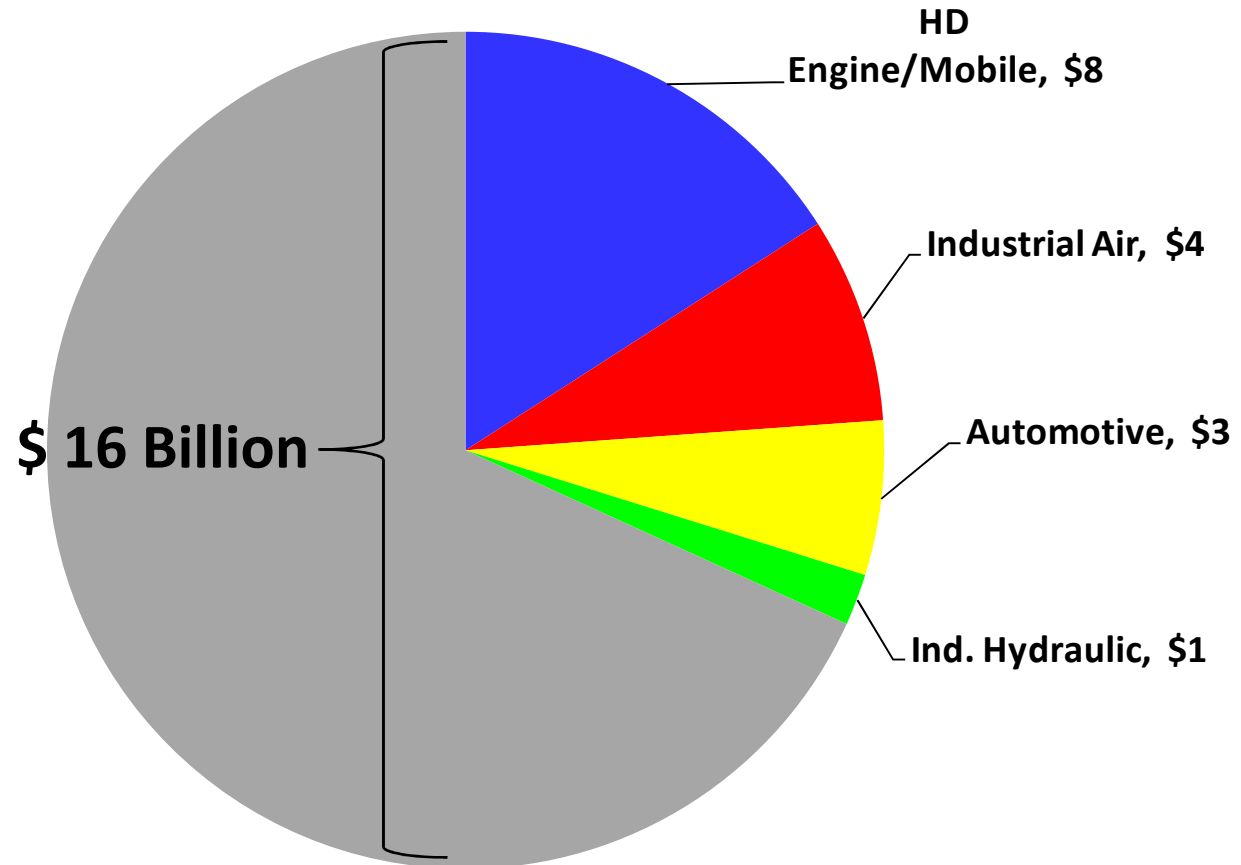
| | |
|-------------------------|--|
| Company Name | PT Tokyo Radiator Selamat Sempurna |
| Capital | Paid in Capital IDR 33.700.000.000 |
| Shareholder Composition | Tokyo Radiator Mfg. Co. Ltd 67% PT Selamat Sempurna Tbk 33% |
| Main Product | Heat Exchanger |
| Capacity | 150.000 pcs Radiator / year 125.000 Intercooler/year |
| Segmen Market | OEM |
| Commercial Operation | 04 June 2013 Loss as per 31 Mar 2014 : IDR 9,75 Billion (Audited) Loss as per 30 Sept 2014 : IDR 3,55 Billion (Unaudited) Sales as per 30 Sept 2014 : IDR 51,25 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
- ❑  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 5 Trillion FY 2019

Award



**Primaniyartha Award
(2009,2011,2012,2013&2014)**

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
- ASIAMONEY's Best Managed Company in the Small-Cap Corporate Category
- Primaniyarta Award 2014 – Global Brand Developer from The Government of Republic of Indonesia





Thank You



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