



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



**Standard Chartered Double in 3, Triple in 5  
Asia Pacific Emerging Conference 2014**

**The Ritz-Carlton Millenia Singapore**

**07 November 2014**

## Fact Sheet about SMSM

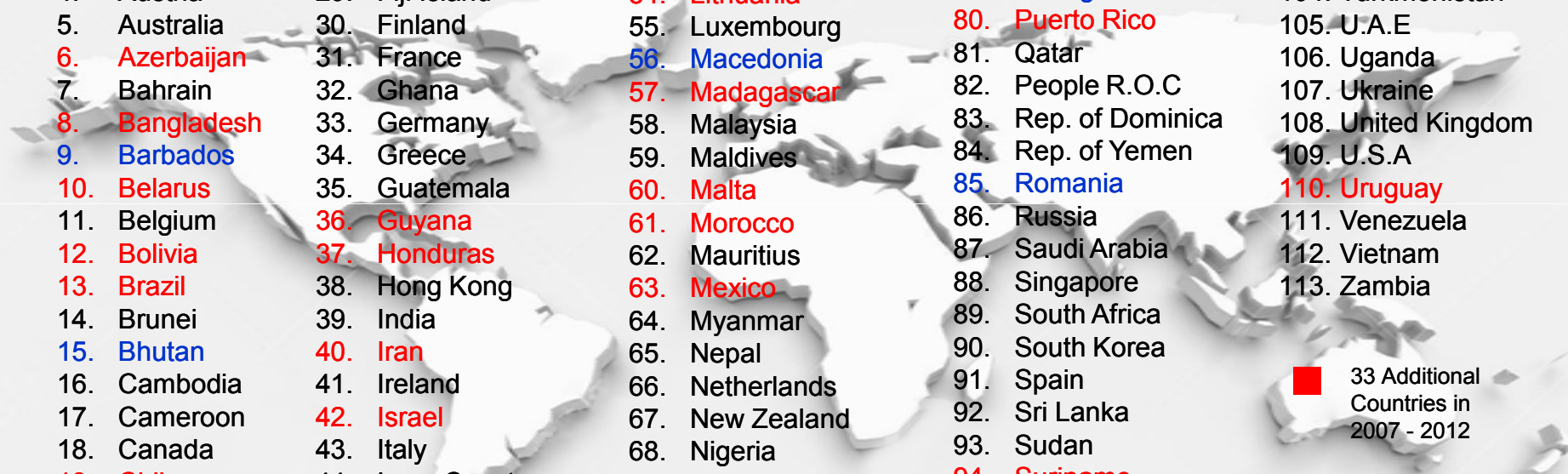
- PT Selamat Sempurna Tbk (SMSM) is the flagship of ADR Group (Automotive Division)
- The Largest Filter Manufacturer in the region
- The Most Comprehensive range of products
- Serve more filtration and radiator products than any other auto component company
- Exported to more than **110** countries 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

- 
- |                 |                       |                      |                      |                        |
|-----------------|-----------------------|----------------------|----------------------|------------------------|
| 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	%
<b>Bodymaker</b>	10.000	2.704	27%	3.871	39%	3.514	35%	2.615	26%	1.849	18%
<b>Brake Pipe</b>	1.800	1.151	63%	871	48%	610	34%	477	26%	219	12%
<b>Fuel Tank</b>	96	64	66%	68	71%	56	58%	45	47%	27	28%
<b>Muffler</b>	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



## 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

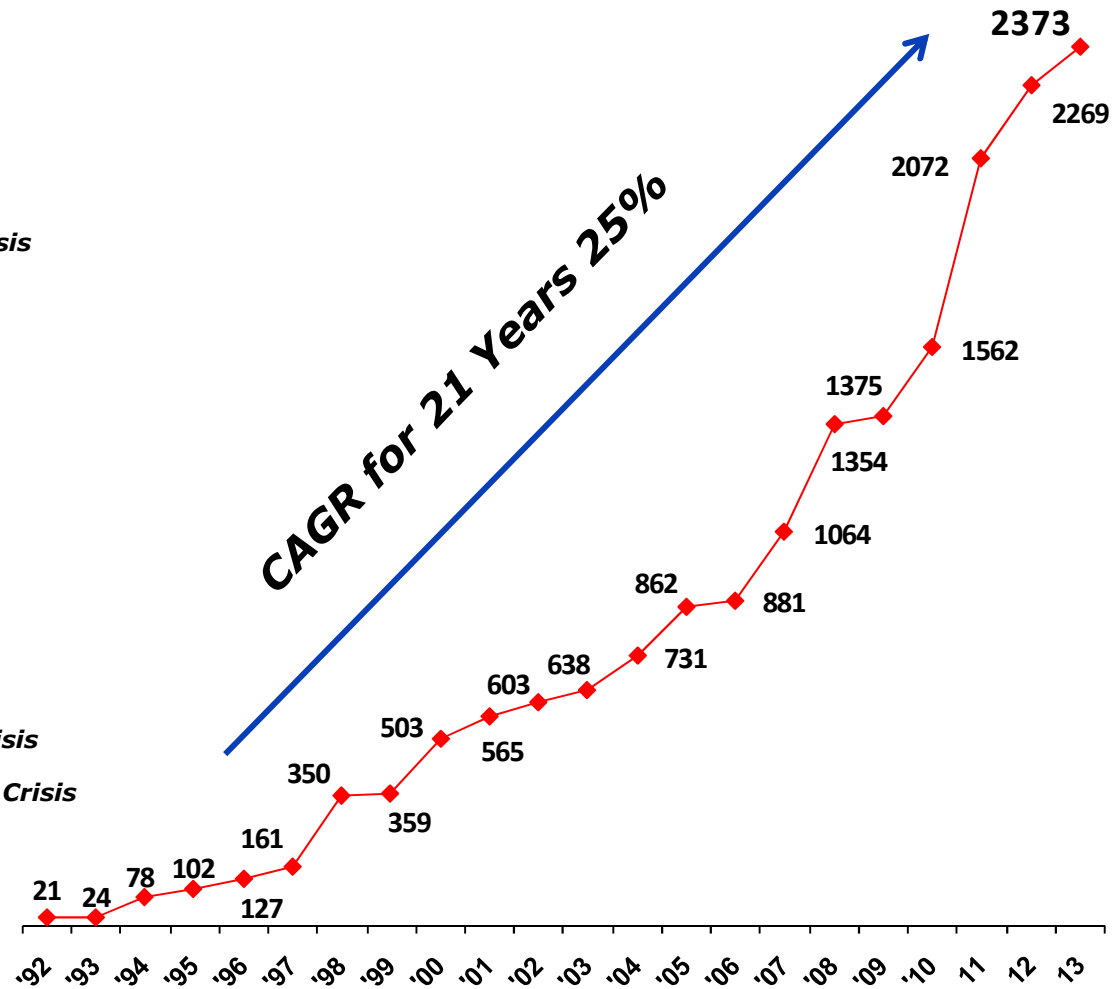
# 21 Years Consecutive Sales Growth

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

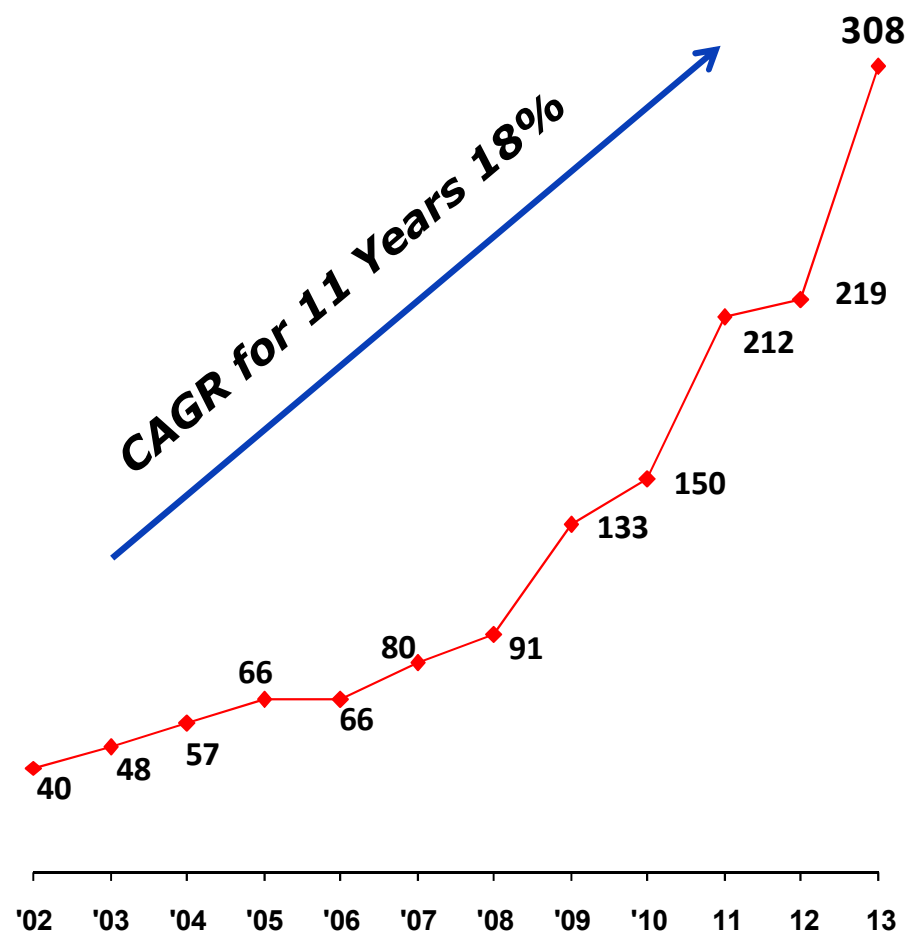
→ USA Crisis

→ Europe Crisis



# 11 Years Consecutive Net Income

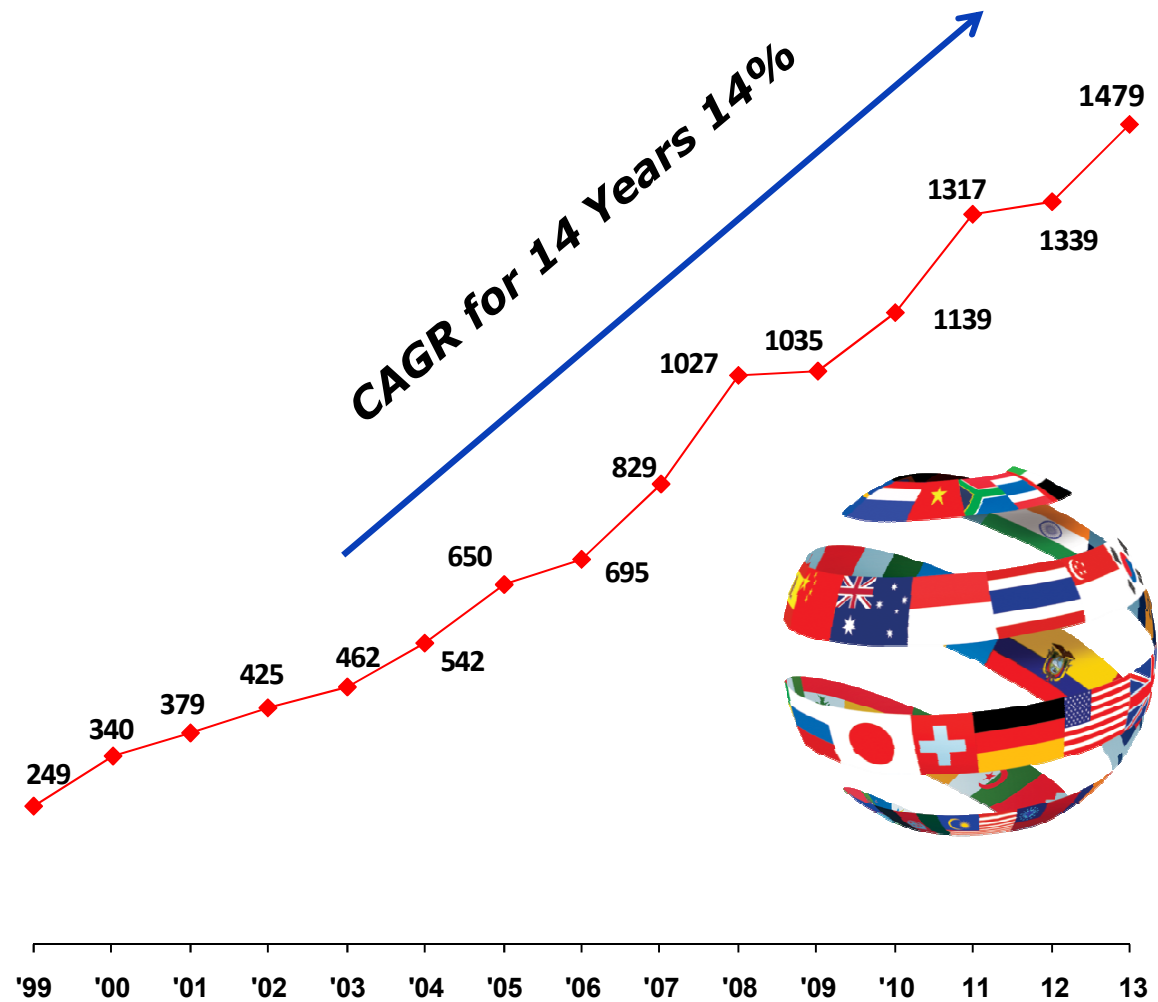
	Year	Net Income
	2002	40
1	2003	48
2	2004	57
3	2005	66
4	2006	66
5	2007	80
6	2008	91
7	2009	133
8	2010	150
9	2011	212
10	2012*)	219
11	2013	308



# 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**



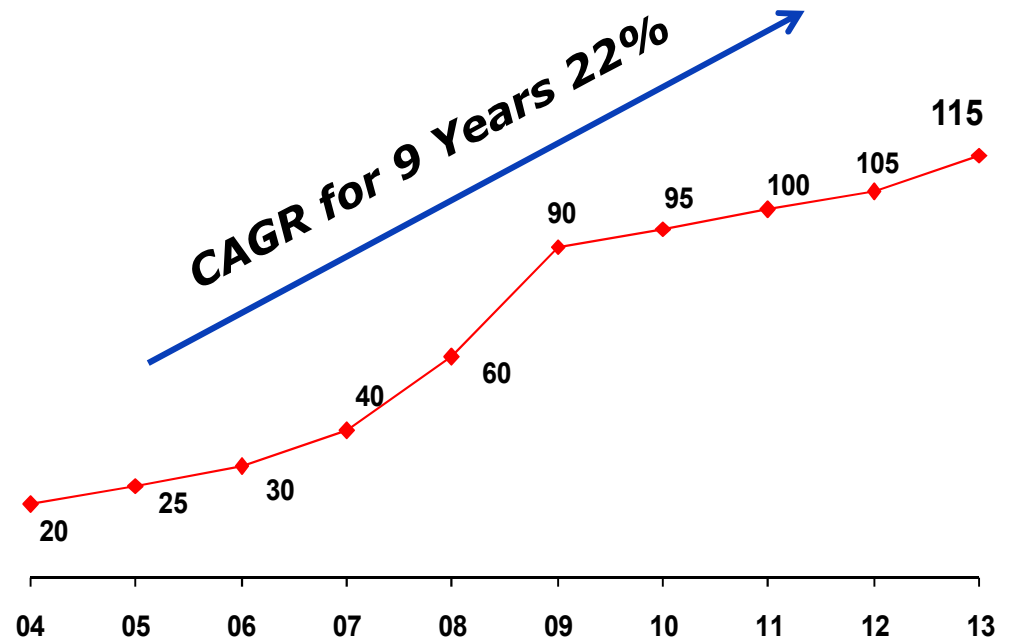
## 9 Years Consecutive Dividend Payment Growth

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 :**

**1<sup>st</sup> Interim Dividend = IDR 40 per share on Oct 10, 2014**

**2<sup>nd</sup> 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%
<b>Total</b>	<b>1.933</b>	<b>100%</b>	<b>1.664</b>	<b>100%</b>	<b>269</b>	<b>16%</b>

*Amount in Billion Rupiah*

## Sales Performance Q3-2014

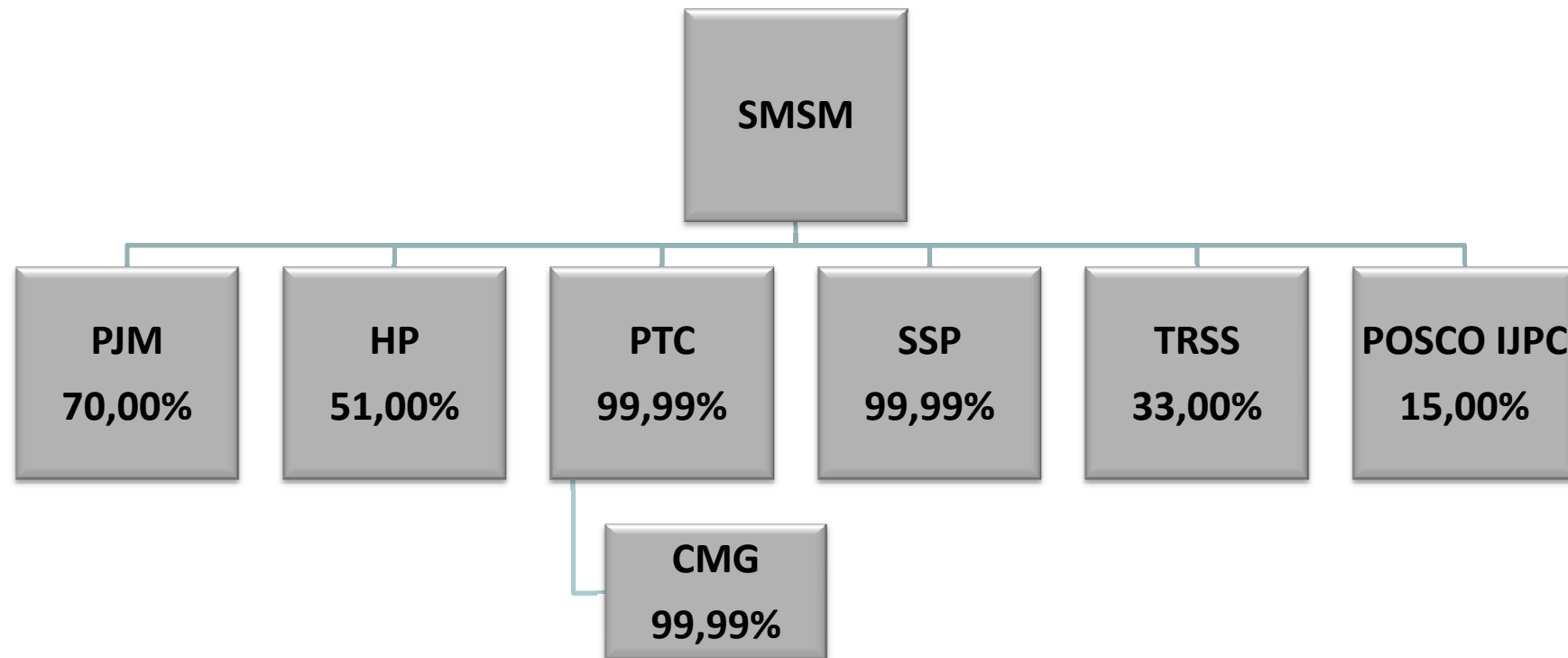
Market	Sales (Rp)				Inc/(Dec)	
	3Q - 2014	%	3Q - 2013	%	Rp	%
Export	1.329	69%	991	60%	338	34%
Local	604	31%	673	40%	(69)	(10%)
<b>Total</b>	<b>1.933</b>	<b>100%</b>	<b>1.664</b>	<b>100%</b>	<b>269</b>	<b>16%</b>

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%
<b>(Eliminasi)</b>	<b>(436)</b>	<b>(23%)</b>	<b>(357)</b>	<b>(21%)</b>	<b>(78)</b>	<b>(22%)</b>
<b>Total</b>	<b>1.933</b>	<b>100%</b>	<b>1.664</b>	<b>100%</b>	<b>269</b>	<b>16%</b>

# Bond Information

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

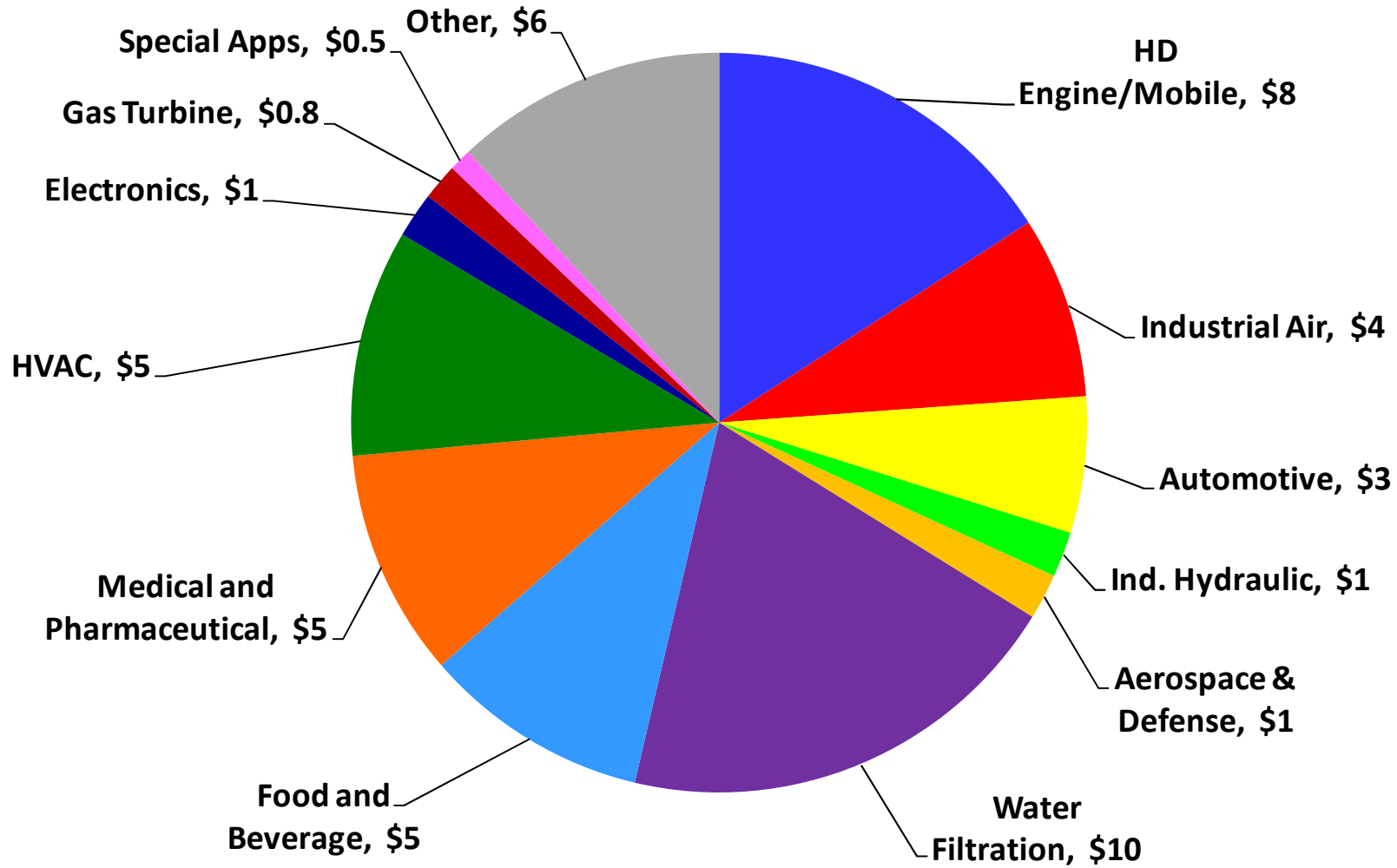
A = Audited  
U = Unaudited

## PT Tokyo Radiator Selamat Sempurna (Associate Company)

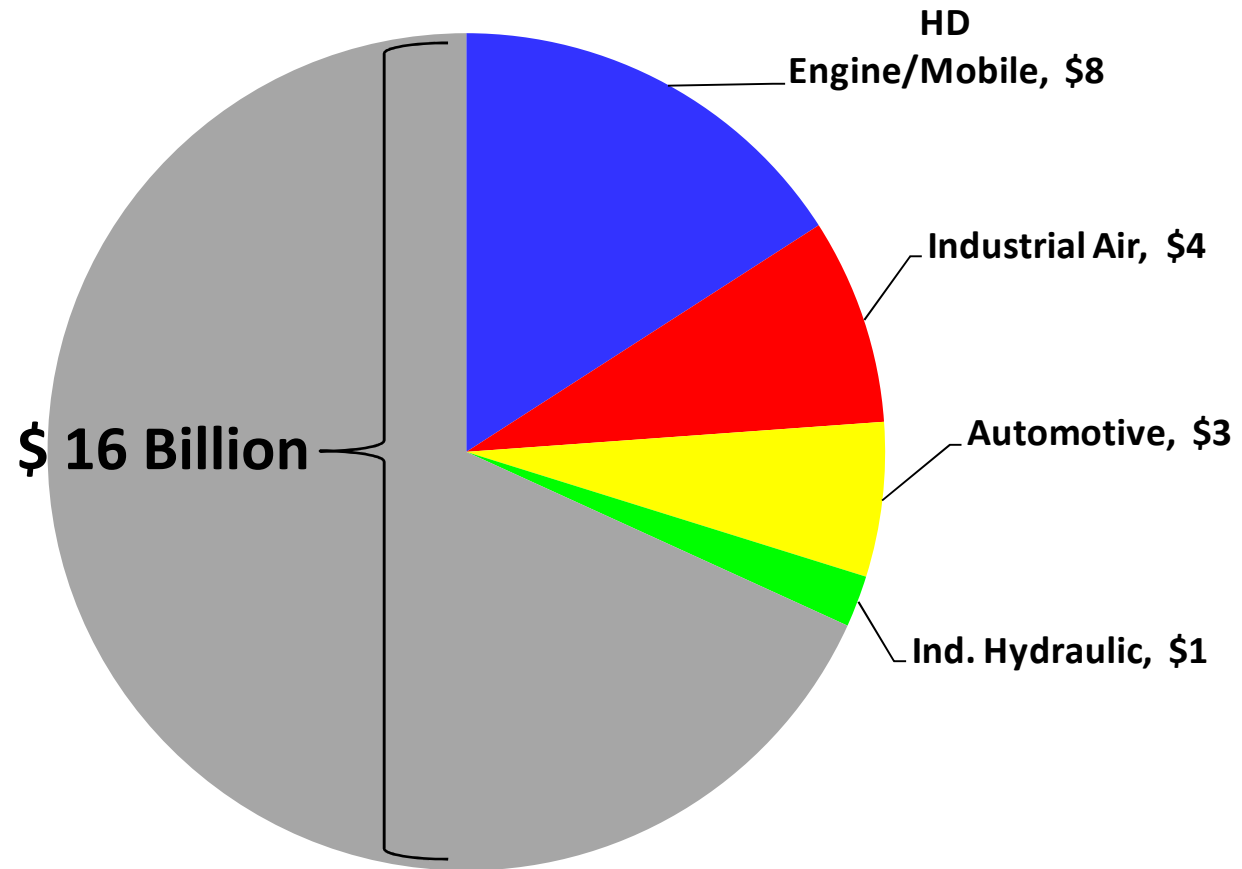
Company Name	PT Tokyo Radiator Selamat Sempurna
Capital	Paid in Capital IDR 33.700.000.000
Shareholder Composition	Tokyo Radiator Mfg. Co. Ltd    67% PT Selamat Sempurna Tbk    33%
Main Product	Heat Exchanger
Capacity	150.000 pcs Radiator / year 125.000 Intercooler/year
Segmen Market	OEM
Commercial Operation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



**Primaniyarta 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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