



PT SELAMAT SEMPURNA Tbk
MEMBER OF ADR GROUP



UBS Indonesia Conference 2017

Tuesday, 7 March 2017

Mandarin Oriental Jakarta

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

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)

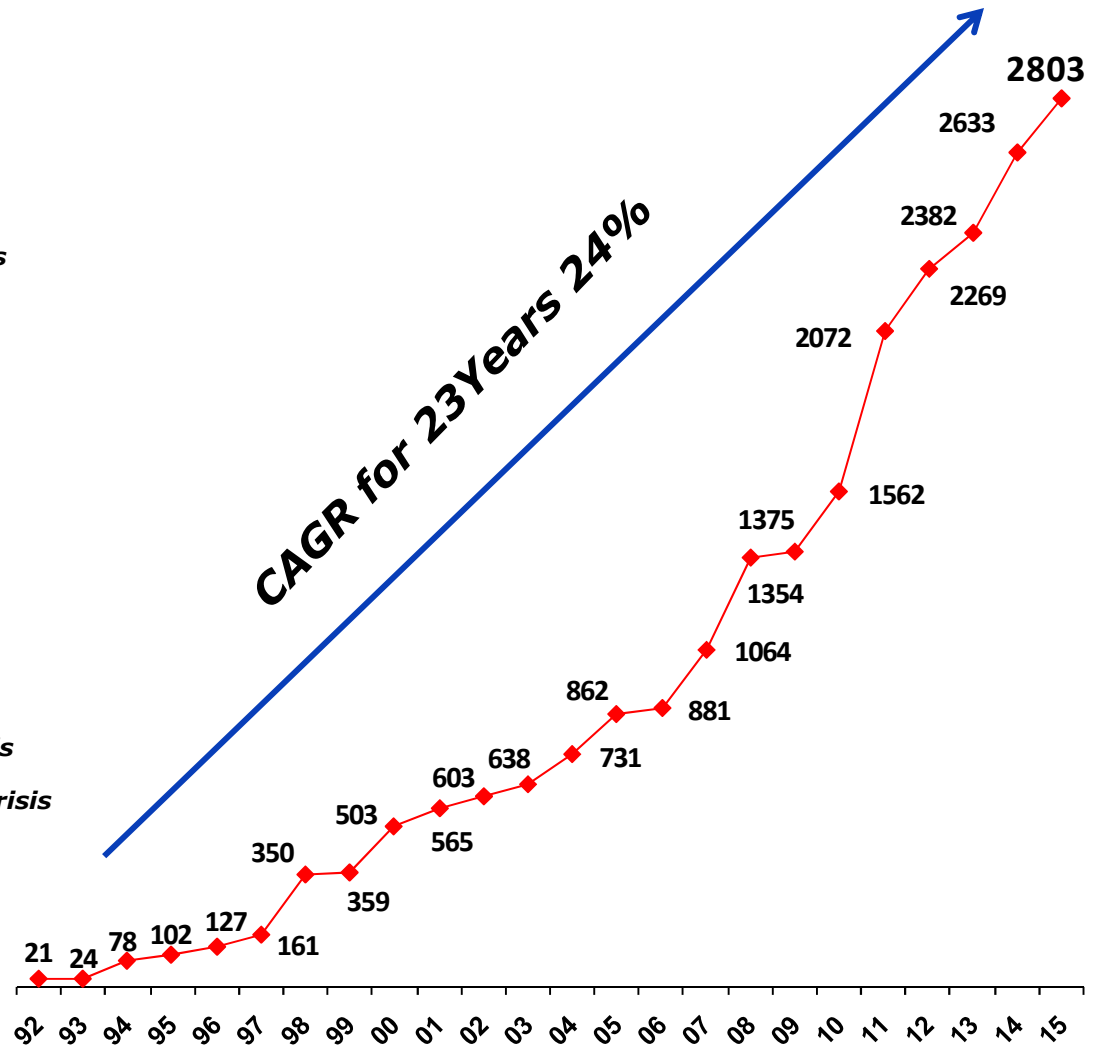
23 Years Consecutive Sales Growth

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

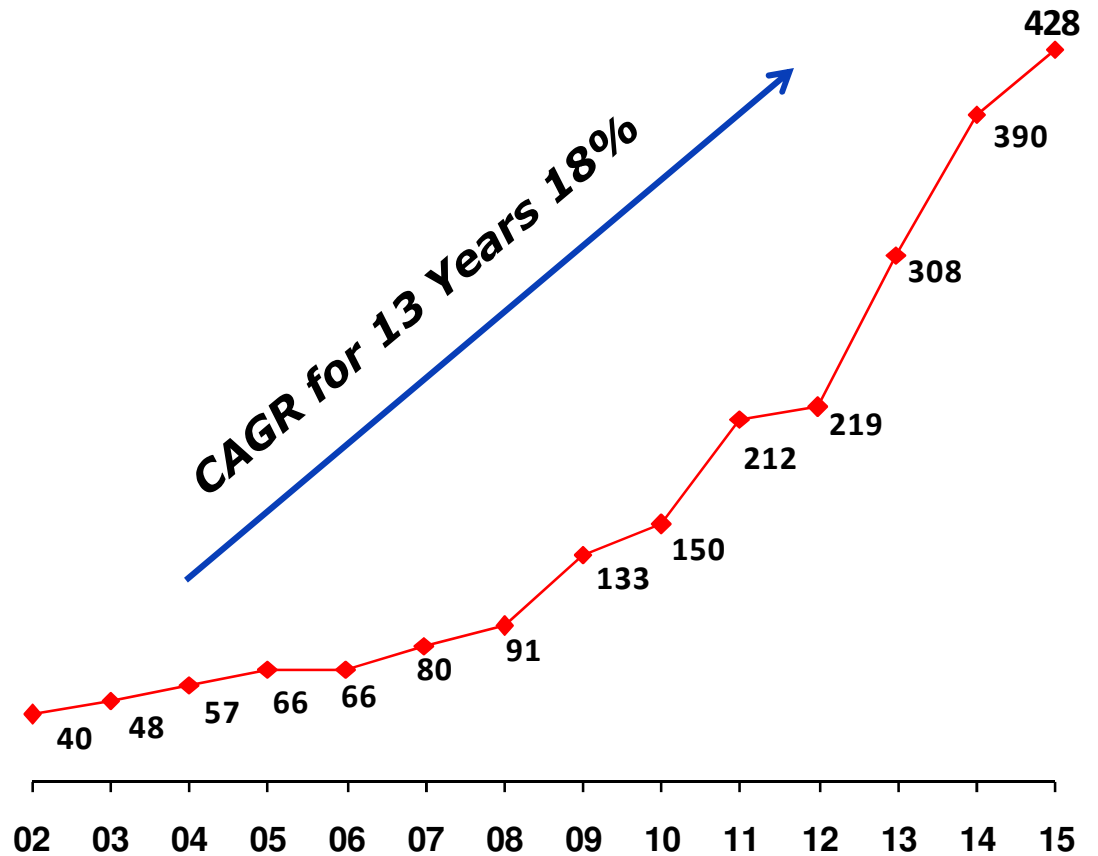
→ Europe Crisis



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

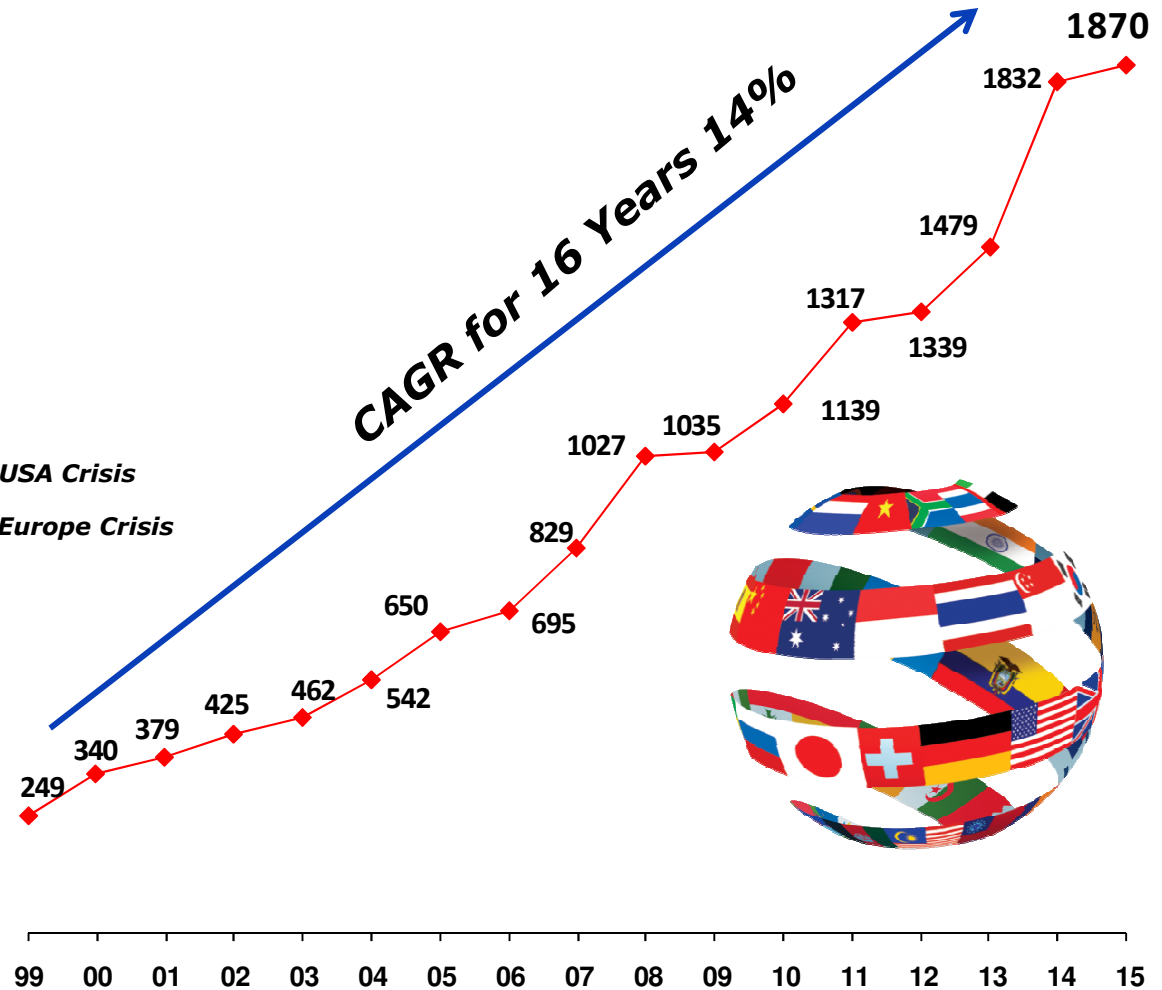
Amount in Billion Rupiah



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

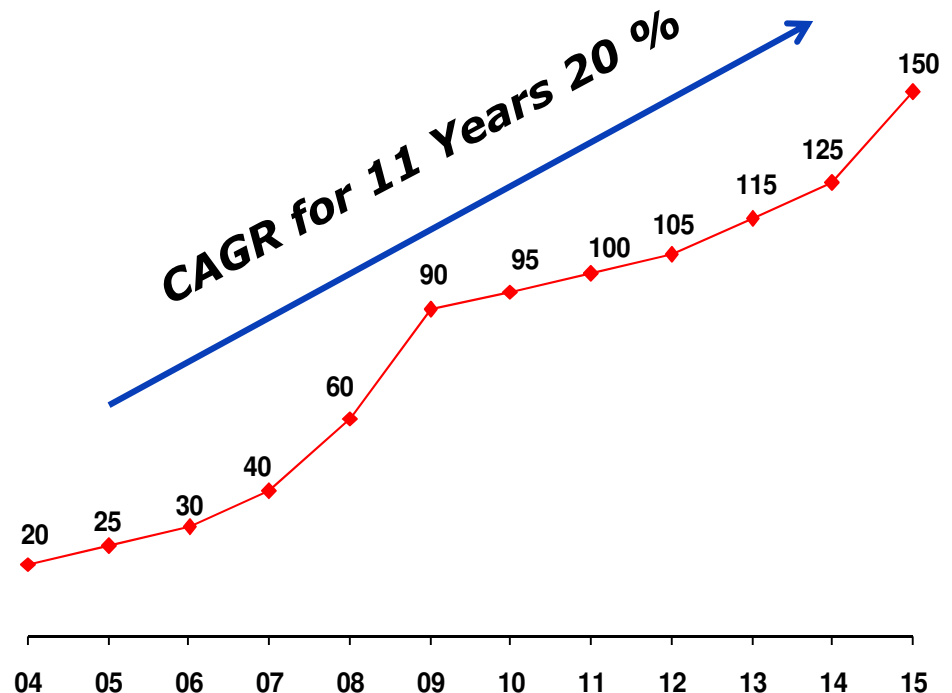
11 Years Consecutive Dividend Payment Growth

No	Book Year	Total Dividend (In Bio IDR)	Net Income (In Bio IDR)	Dividend Per Share	Payout Ratio
	2004	25,97	57	20	45%
1	2005	32,47	66	25	49%
2	2006	41,08	66	30	62%
3	2007	57,59	80	40	72%
4	2008	86,38	91	60	94%
5	2009	129,57	133	90	98%
6	2010	136,77	150	95	91%
7	2011	143,97	212	100	71%
8	2012	151,27	219	105	65%
9	2013	165,56	308	115	54%
10	2014	179,96	390	125	46%
11	2015	215,95	428	150	50%
	2016	208,75	328	100*)	64%

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 :

1st 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

2nd Interim Dividend For Book Year 2016 : IDR 50 per share on August 25, 2016

3rd Interim Dividend For Book Year 2016 : IDR 15 per share on November 24, 2016

*) Interim Dividend FY 2016 :

1st Interim Dividend IDR 35 per share on May 25, 2016

2nd Interim Dividend IDR 50 per share on August 25, 2016

3rd Interim Dividend IDR 15 per share on November 24, 2016

Corporate Action 2016




On Tuesday, 18 October 2016 the Company has held an Extraordinary General Meeting of Shareholders, with Resolutions of the Meeting were as follows:

Approval to perform stock split of the Company's shares with a ratio of 1:4 ; from 1,439,668,860 shares with a nominal value of Rp100 (one hundred Rupiah) per share to 5,758,675,440 shares with a nominal value of Rp25 (twenty-five Rupiah) per share.

As for the capital structure after the stock split is as follows:

Capital Structure	No. of Shares	value per Share	Amount (Rp)
Authorized	8.000.000.000	25	200.000.000.000
Paid-Up	5.758.675.440	25	143.966.886.000

Summary Performance 9M 2016

	Position as per 30 Sept 16		Changes
Net Sales	Rp. 2,044 B		0.09%
Net Income*	Rp. 328 B		0.20%
EPS	Rp. 228		0.20%

** Attributable to Owners of the parent entity*

Comparative Financial Highlights

	3 Months Ended		9 Months Ended		Compare Q to Y	
	9M'16	9M'15	9M'16	9M'15	9M'16	2015
Net Sales	705	753	2,044	2,042	2,044	2,803
Gross Profit	228	240	647	605	647	870
Operating Profit	173	178	472	460	472	603
Profit for the year attributable to :						
Owners of the parent entity	120	122	328	328	328	428
Non-controlling Interest	14	12	34	25	34	34
Total Assets			2,149	2,329	2,149	2,220
Total Current Assets			1,330	1,480	1,330	1,369
Total Current Liabilities			405	586	405	572
Total Liabilities			591	851	591	780
Equity attributable to :						
Owners of the parent entity			1,346	1,244	1,346	1,220
Non-controlling Interest			212	233	212	220
Earnings per Share	83	85	228	228	228	297

Financial Ratio

	9 Months Ended		Compare Q to Y	
	9M'16	9M'15	9M'16	2015
Net Sales Growth	0,09%			
Total Asset Growth	-8%		-3%	
Equity Growth *)	8%		10%	
Gross Profit Margin	32%	30%	32%	31%
Operating Profit Margin	23%	23%	23%	22%
Net Income Margin *)	16%	16%	16%	15%
Return on Assets	17%	15%	17%	21%
Return on Equity *)	24%	26%	24%	35%
Total Debt / Total Assets	27%	37%	27%	35%
Total Debt / Equity	38%	58%	38%	54%
Current Ratio	328%	253%	328%	239%

** Attributable to Owners of the parent entity*

Sales Performance 9M 2016 (9 Months Ended)

Market	Sales (Rp)				Increase /(Decrease)	
	9M'16	%	9M'15	%	Rp	%
Export	1,211	59%	1,395	68%	(183)	(13.13%)
Local	832	41%	647	32%	185	28.56%
Total	2,044	100%	2,042	100%	2	0.09%

Product	Sales (Rp)				Increase /(Decrease)	
	9M'16	%	9M'15	%	Rp	%
Filter	1,534	75%	1,545	76%	(11)	(0.73%)
Trading	517	25%	365	18%	152	41.74%
Others	531	26%	612	30%	(81)	(13.19%)
(Elimination)	(539)	26%	(480)	24%	(58)	12.21%
Total	2,044	100%	2,042	100%	2	0.09%

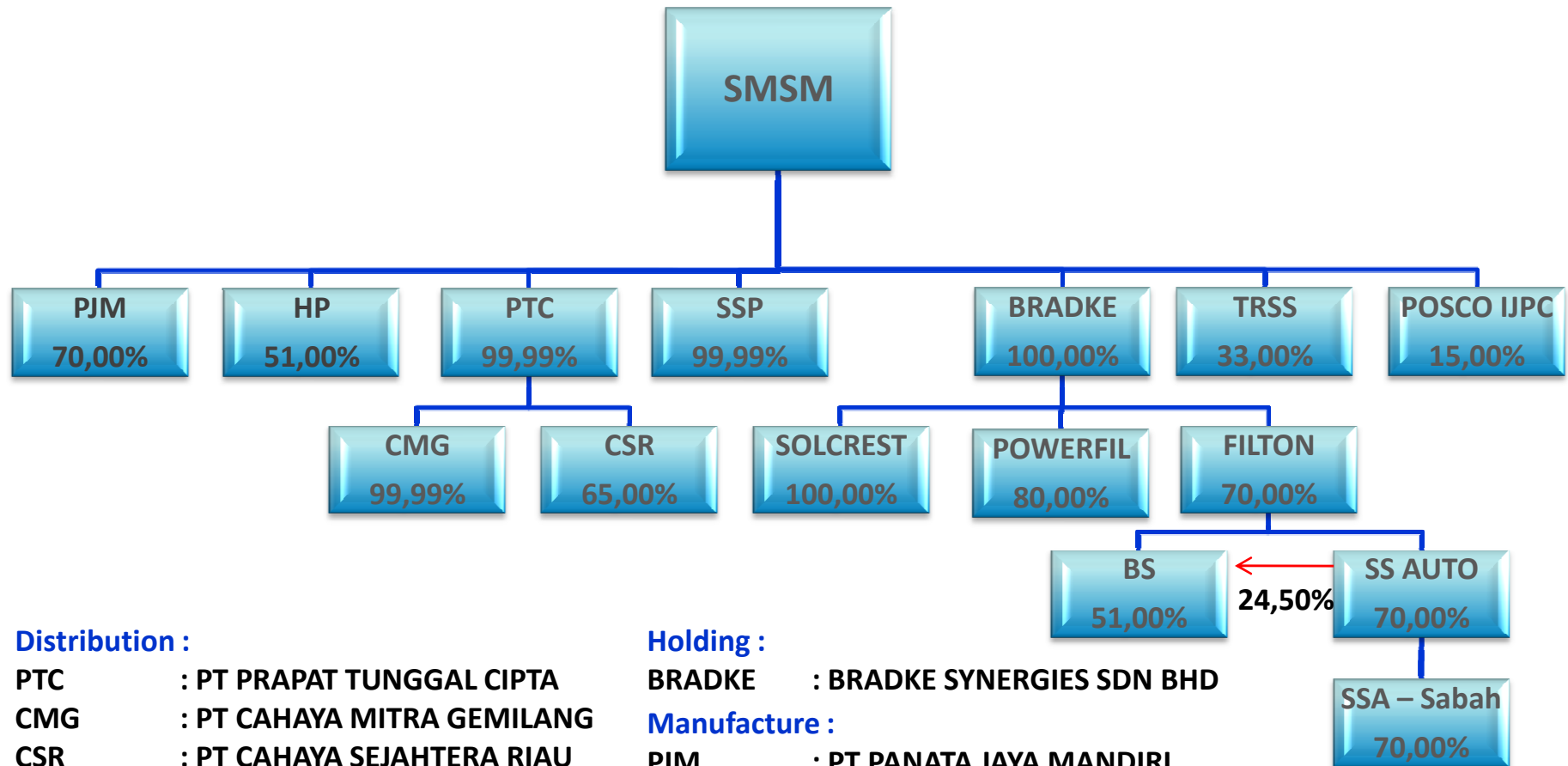
Amount In Billion Rupiah

Sales by Region

Continent	3 Months Ended					9 Months Ended				
	9M 2016		9M 2015		Inc / (Dec)	9M 2016		9M 2015		Inc / (Dec)
	Rp	%	Rp	%		Rp	%	Rp	%	
Local	293	41%	253	34%	15.42%	832	41%	647	32%	28.56%
Asia	175	25%	222	29%	(20.90%)	496	24%	587	29%	(15.48%)
America	114	16%	138	18%	(17.55%)	345	17%	424	21%	(18.79%)
Europe	80	11%	94	12%	(14.68%)	246	12%	237	12%	3.64%
Australia	28	4%	37	5%	(23.34%)	90	4%	116	6%	(22.49%)
Africa	15	2%	8	1%	79.99%	35	2%	30	1%	16.31%
Total	705	100%	753	100%	(6.3%)	2,044	100%	2,042	100%	0.09%

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 PTY 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

PT Panata Jaya Mandiri – PJM (Subsidiary Company)


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

Financial Highlights	9M'16(U)	9M'15(U)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	443	438	587	557	488	450
Gross Profit	116	107	142	133	118	106
Income From Operations	95	88	118	112	98	83
Net Income	69	69	88	84	73	62
Current Asset	265	261	225	215	239	181
Total Asset	340	339	305	295	312	260
Current Liabilities	83	77	58	62	69	43
Total Liabilities	105	97	76	79	82	54
Total Equity	236	242	229	216	230	206

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	9M'16(U)	9M'15(U)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	103	114	160	185	243	340
Gross Profit	17	12	18	26	39	63
Income From Operations	8	3	7	14	24	47
Net Income	7	2	6	12	20	34
Current Asset	74	90	101	89	135	147
Total Asset	153	174	184	180	232	250
Current Liabilities	15	10	19	16	20	14
Total Liabilities	26	22	29	26	28	19
Total Equity	127	152	155	154	203	231

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	9M'16(U)	9M'15(U)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	263	244	330	329	329	290
Gross Profit	53	49	67	67	49	39
Income From Operations	28	27	39	37	27	19
Net Income	21	20	29	27	20	13
Current Asset	165	153	152	169	149	120
Total Asset	170	160	159	176	155	126
Current Liabilities	36	58	48	94	85	72
Total Liabilities	40	62	52	97	88	75
Total Equity	130	99	107	79	67	50

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	9M'16(U)	9M'15(U)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	134	135	184	183	138	115
Gross Profit	22	19	27	27	18	13
Income From Operations	17	14	23	22	11	7
Net Income	14	11	17	16	8	5
Current Asset	63	48	47	44	39	43
Total Asset	84	71	69	68	60	66
Current Liabilities	23	15	13	13	9	16
Total Liabilities	27	18	16	16	12	21
Total Equity	58	52	53	51	48	45

Amount in Billion Rupiah

A = Audited

U = Unaudited

Bradke Synergies Sdn Bhd – BRADKE (Subsidiary Company)

☐ SMSM owns a 100,00% stake in Bradke [since June 30, 2015]

Financial Highlights	9M'16(U)	9M'15(U)	2015 (A)	2014 (A)	2013 (A)
Net Sales	92	84	116	118	117
Income From Operations	15	12	16	18	17
Net Income	10	8	11	8	6
Current Asset	71	63	66	60	65
Total Asset	126	118	121	114	120
Current Liabilities	27	23	27	24	33
Total Liabilities	43	40	42	42	53
Total Equity	83	78	79	53	50

Amount in Million Ringgit Malaysia

*A = Audited
U = Unaudited*

PT POSCO Indonesia Jakarta Processing Center (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	9M'16(U)	9M'15(U)	2015 (A)	2014 (A)	2013 (A)	2012 (A)
Net Sales	52,56	52,72	68,67	69,34	73,56	67,89
Gross Profit	7,63	(2,99)	(0,10)	3,34	2,68	2,49
Net Income	6,38	(10,13)	(7,06)	(1,12)	(4,67)	(1,07)
Asset	57,94	74,23	60,33	82,47	85,26	65,64
Liabilities	43,56	69,30	52,33	67,42	69,08	44,79
Equity	14,38	4,93	7,99	15,06	16,17	20,84

Amount in Million USD

A = Audited

U = Unaudited



PT Tokyo Radiator Selamat Sempurna (Associate Company)

- ❑ Established in 2012 , Commercial Operation on June , 2013
- ❑ SMSM owns a 33% stake in TRSS
- ❑ *Joint venture* with Tokyo Radiator Mfg. Co. Ltd
- ❑ Scope of activities mainly manufacture heat exchanger for OE Market in Indonesia

Financial Highlights	9M'16(U)	9M'15(U)	2015 (U) Jan-Dec	2014 (U) Jan-Dec	2013 (U) Jan-Dec
Net Sales	67,79	57,87	74,79	67,24	14,54
Gross Profit	15,5	11,57	15,27	10,17	1,04
Net Income/(Loss)	4,75	4,34	5,64	(3,09)	(12,47)
Asset	76,70	74,26	77,45	74,61	69,33
Liabilities	18,91	56,01	24,70	60,54	52,18
Equity	57,79	18,25	52,75	14,07	17,15

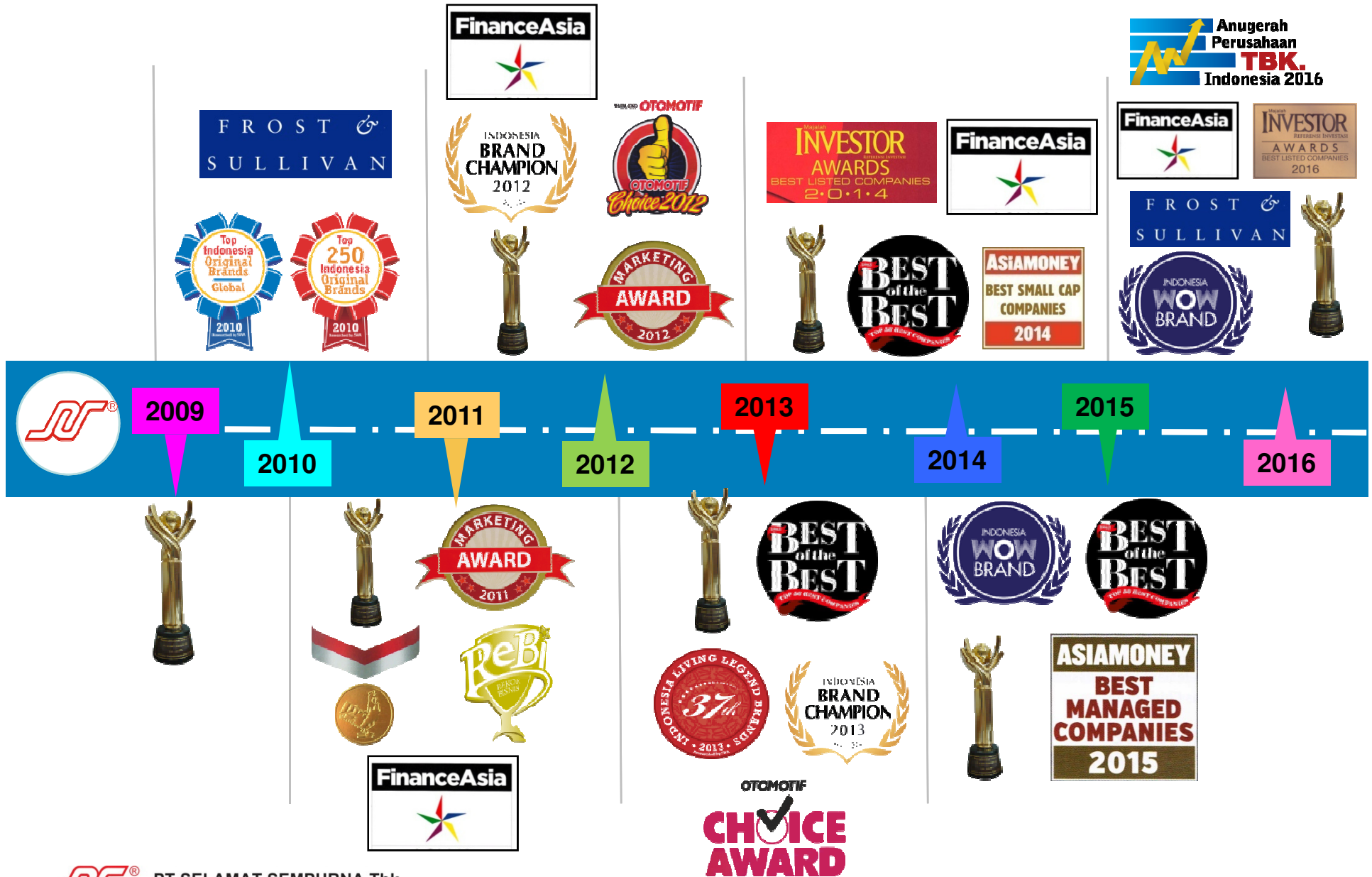
Amount in Billion IDR

**U = Unaudited [01 Jan - 31 Dec]
Company Fiscal Year : 01 Apr - 31 Mar**

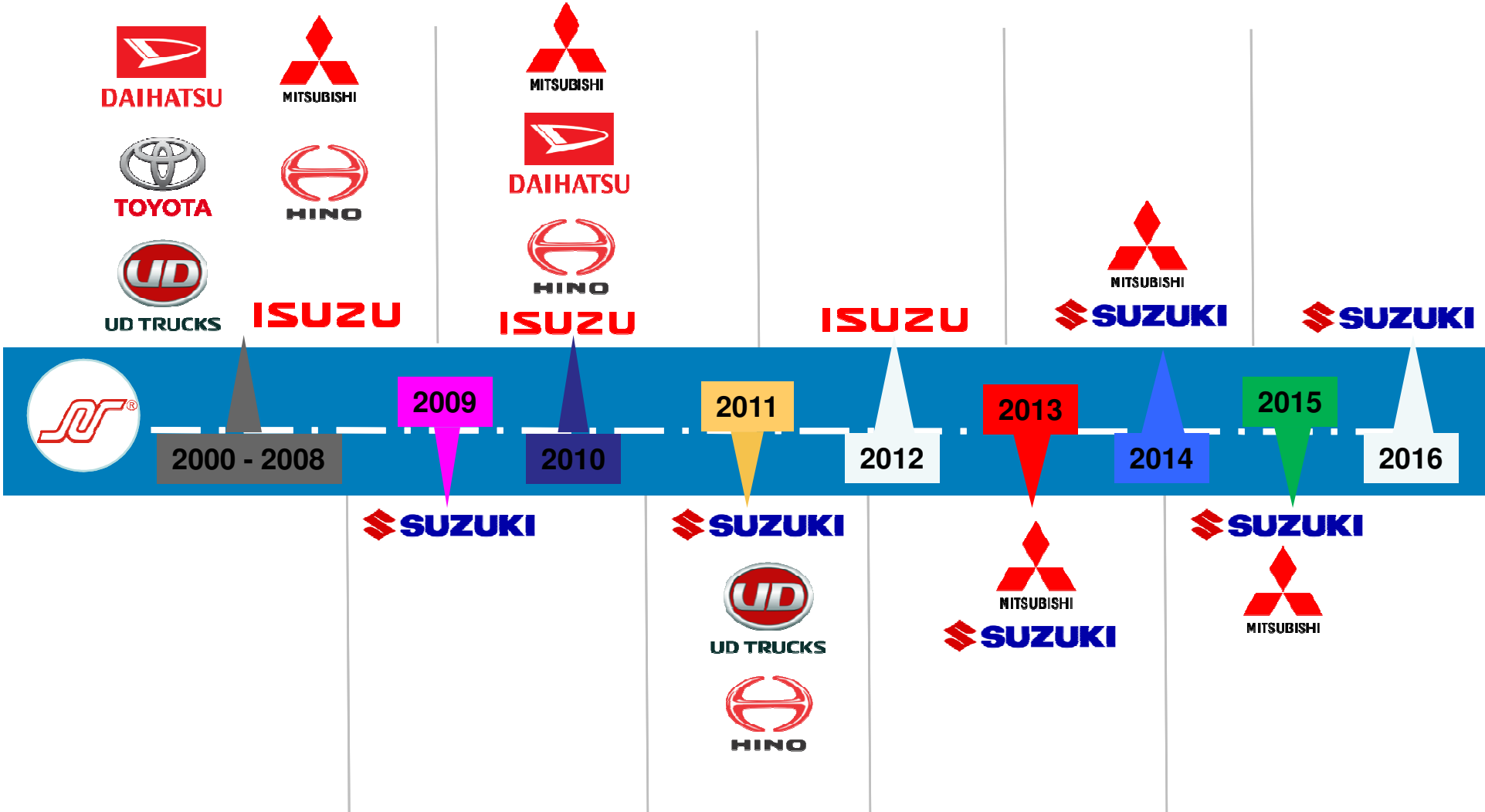
Achievement 9M 2016

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
October	<ul style="list-style-type: none">• Primaniyarta Award 2016 (<i>for sixth consecutive years</i>)• Listed Company Award (Anugerah Perusahaan Terbuka Indonesia, APTI) 2016

Achievement for the Automotive Division & Brand 2009 - 2016



Appreciation from OEM/OES



Thank You

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