

# PUBLIC EXP<sup>SE</sup> LIVE 2025

48<sup>TH</sup> ANNIVERSARY OF THE INDONESIAN CAPITAL MARKET

LIVE



zoom

&



IDX  
CHANNEL



**PT SELAMAT SEMPURNA Tbk**

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP

**Friday, 12 September 2025**  
**03.00 – 03.45 P.M (JKT Time)**

## 44 LISTED COMPANIES

**JADWAL  
PUBEX LIVE 2025**

SCAN FOR MORE INFO



<https://pubexlive.idx.co.id/>

# FACT SHEET ABOUT PT SELAMAT SEMPURNA Tbk

- ❑ PT Selamat Sempurna Tbk is the flagship company 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 **125** countries worldwide
- ❑ Trademark Registration in more than **130** countries worldwide
- ❑ Approximately 85% of our revenue is recurring aftermarket revenue
- ❑ Strong Balance Sheet and Cash Flow

# COMPOSITION OF SHAREHOLDERS

| Shareholders                                   | Number of Shares Issued and Fully Paid (Shares) | %              | Amount (IDR)           |
|------------------------------------------------|-------------------------------------------------|----------------|------------------------|
| PT Adrindo Intiperkasa                         | 2,910,392,136                                   | 50.54%         | 72,759,803,400         |
| Others (each with ownership interest below 5%) | 2,848,283,304                                   | 49.46%         | 71,207,082,600         |
| <b>Total</b>                                   | <b>5,758,675,440</b>                            | <b>100.00%</b> | <b>143,966,886,000</b> |

| Share Ownership<br>31 August 2025 | Number of Investors | %           | Number of Shares<br>(Shares) | %           |
|-----------------------------------|---------------------|-------------|------------------------------|-------------|
| Foreign Institutions              | 179                 | 2.31%       | 1,628,401,019                | 28.28%      |
| Local Institutions                | 79                  | 1.02%       | 3,142,696,909                | 54.57%      |
| Foreign Individuals               | 15                  | 0.19%       | 4,471,760                    | 0.08%       |
| Local Individuals                 | 7,473               | 96.48%      | 983,105,752                  | 17.07%      |
| <b>Total</b>                      | <b>7,746</b>        | <b>100%</b> | <b>5,758,675,440</b>         | <b>100%</b> |



# THE PRODUCTION PLANTS



2 production sites in Indonesia  
Kapuk, Jakarta Province and  
Tangerang, Banten Province



Kapuk Plant (Heat Exchange)



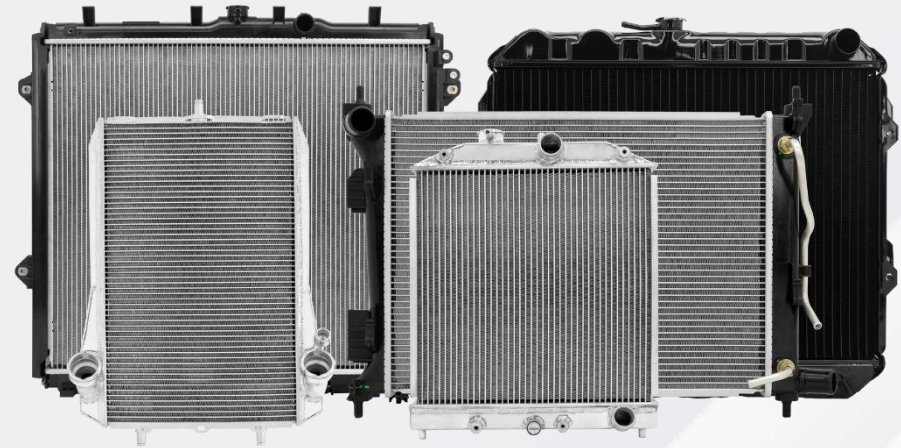
Tangerang Plant (Filtration & Other Products)



■ Radiators : 1.95 millions pieces per year

■ Filters : 96 millions pieces per year

# MAIN PRODUCTS



# OTHER PRODUCTS



DUMP HOIST



COOLANT



BRAKE PARTS



# ONE STOP SHOP FOR THERMAL SYTEM & FILTRATION

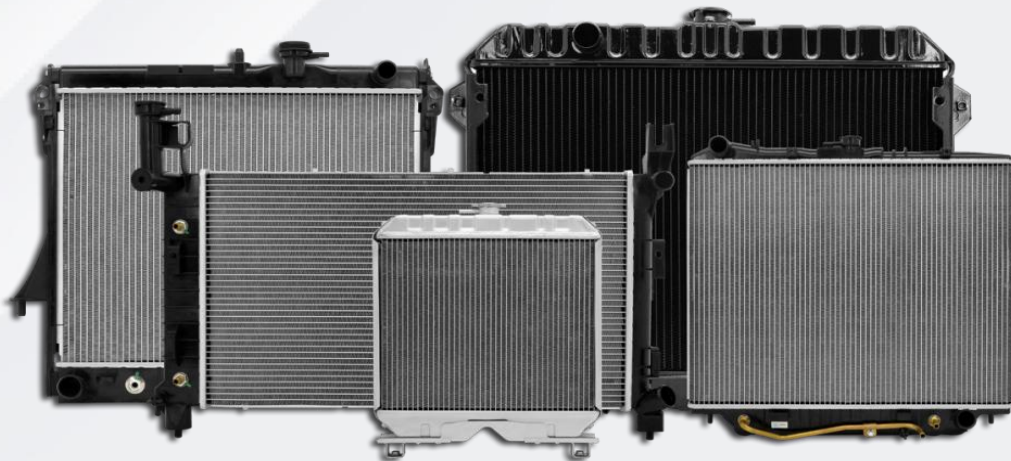
- Approx. 10,000 part numbers available, filters and radiator.
- Automotive, Commercials, Heavy Equipment, Marines and Industrial sectors for American, European and Asian applications.
- Approx. 300 Filters & Radiators new part numbers every year.



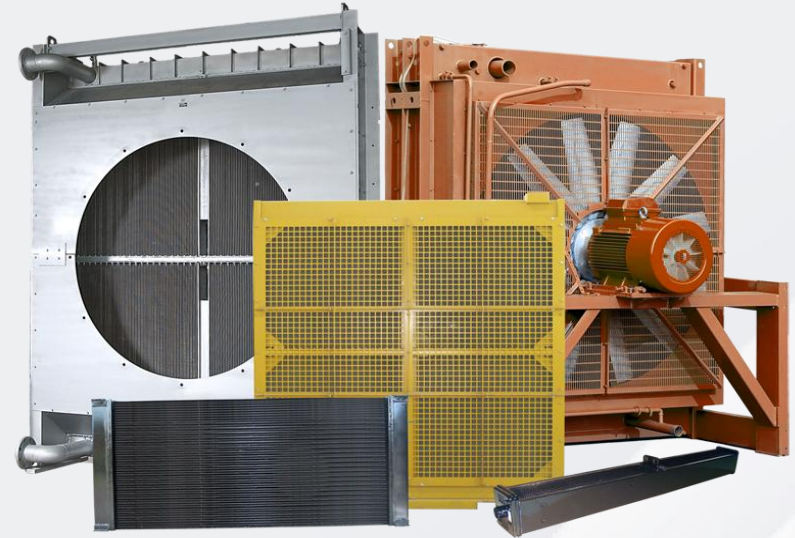
# THERMAL SYSTEM PRODUCT RANGE



- Automotive Radiators  
(Copper Brass, Aluminum Plastic, All Aluminum)



- Heavy Equipment & Industrial Radiators



- Condenser
- Intercooler
- Evaporator





# FILTRATION PRODUCT RANGE

## Heavy Equipment & Industrial Filter

(Air, Oil, Fuel, Cabin, Hydraulic, Transmission, Coolant, Separator, HEPA, EDM, Dust Collector)



## Automotive Filter

(Air, Oil, Fuel, Cabin, Transmission)



## Non-Engine Filter

HVAC Filter, Air Purifier Filter, Gas Turbine Filter





# AIR PURIFIER FILTER & HVAC FILTER



Nowadays, the air pollution around the world harms our health. Breathing quality air is critical for good health, especially indoors. Sakura HVAC Filters & Air Purifier Filters will ensure your indoor environment is clean and provide ultimate protection to your health.

## Air Purifier Filters



## HVAC Filters



# HVAC / HEPA FILTRATIONS



## Automotive

- Cabin Air Filters
- Selling to store and online



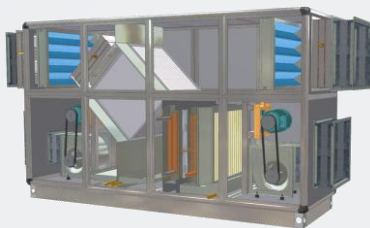
## Building Air Ventilation Installation

- Supply HVAC Filters in Building, Factory and Airports



## Air Cleaner System Manufacturer & Home Appliances

- Supply OE Air Filter in AHU
- Supply OE Air Filter in Air Purifier Unit
- Air Purifier Filters



## Filters Industrial

- EDM Filters
- Air/Oil Separators
- Gas Turbine Filters



# KNOW OUR MARKET – MAIN HEAVY EQUIP. RANGE & SUB-RANGE

## Range:

### Construction



### Mining



### Agriculture



### Forestry



### Other Industry



## Sub-Range (Equipment Type):

### Construction



Excavator/  
Shovel



Wheel  
Loader



Crane



Asphalt  
Finisher



Dozer



Compaction



Mini  
Excavator



Skid Steer



Grader



Backhoe Loader



Scraper



Telescopic

### Mining



Excavator/  
Shovel



Dump Truck



Articulated  
Dump Truck



Wheel Loader



Dozer



Dragline



Grader



Backhoe Loader



Drill

### Agriculture



Tractor



Combine  
Harvester



Skidder



Harvester



Buncher



Forklift



Telescopic

### Other Industry



# OTHER PRODUCTS



## DUMP HOIST

Dump Trucks, Hoists and Special Purpose Vehicles



# OTHER PRODUCTS

Fuel Tank



Exhaust System & Muffler



Wiper Blade



Brake Pads



Brake Shoe





## SAKURA AIR PURIFIER

We spend most of our time indoors, where the air we breathe can be up to 5 times more polluted than outdoors.

**Sakura Air Purifier** reduces the transmission of airborne viruses and eliminate air pollutants at home, office and other indoor environments.



**SAP-415**

(Room size 7 - 15 m<sup>2</sup>)



**SAP-524**

(Room size 8 - 24 m<sup>2</sup>)



**SAP-743**

(Room size 28 - 43 m<sup>2</sup>)



**SAP-796**

(Room size 59 - 96 m<sup>2</sup>)



# LIST OF OEM/OES

- ANTONIO CARRARO
- ATLAS COPCO
- BOMAG
- CARRIER
- CLARK
- CNHI
- COMBILIFT
- DAIHATSU
- DFSK
- GEHL
- GENERAL MOTORS
- HINO
- HITACHI
- HYSTER
- HYUNDAI
- ISEKI
- ISUZU
- KATO
- KOHLER
- KUBOTA
- LIEBHERR
- LIUGONG
- MANITOU
- MATHIEU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SUBARU
- SUMITOMO
- SUNWARD
- SUZUKI
- TAKEUCHI
- TEREX
- TOYOTA
- UD TRUCKS
- VESTAS
- VOLVO
- YALE
- YANMAR

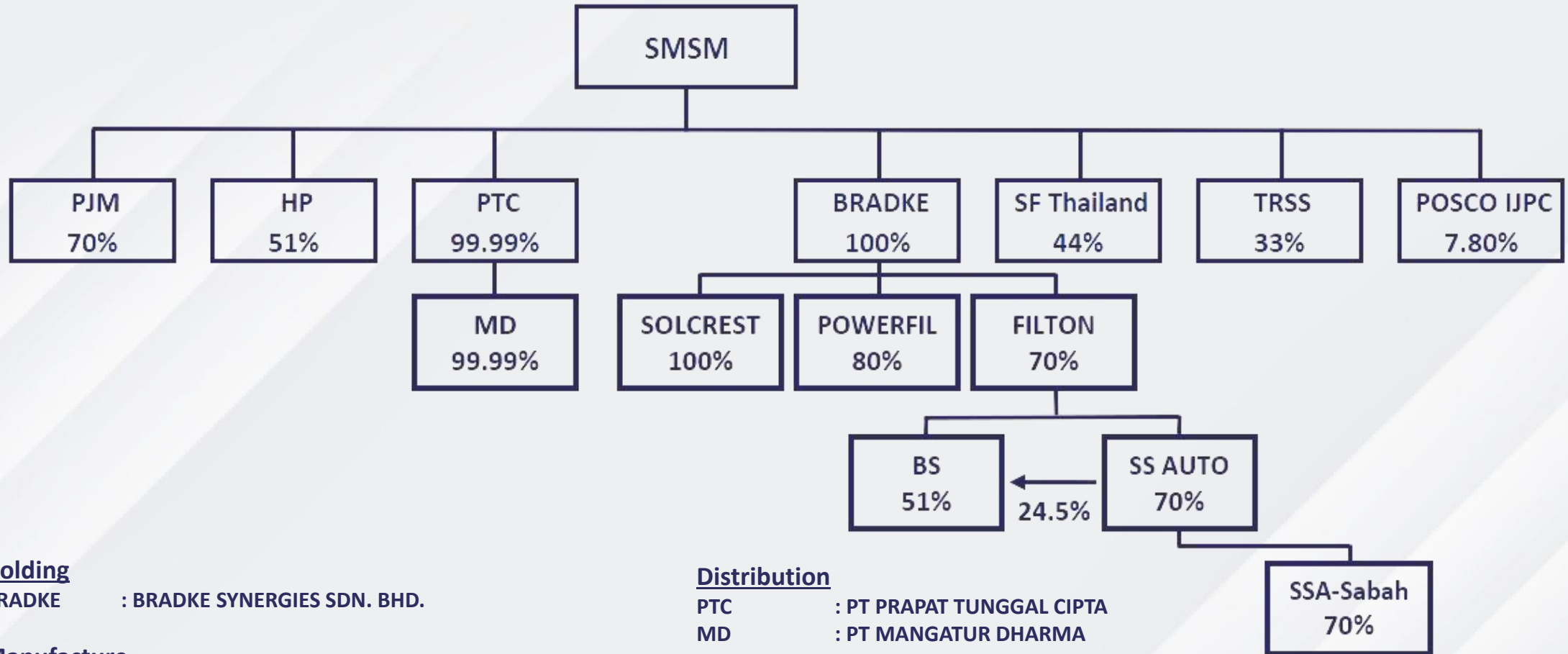
## Filters

- **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)

# STRUCTURE OF SMSM WITH THE SUBSIDIARIES & ASSOCIATES [30 JUN 2025]



## Holding

BRADKE : BRADKE SYNERGIES SDN. BHD.

## Manufacture

PJM : PT PANATA JAYA MANDIRI

HP : PT HYDRAXLE PERKASA

TRSS : PT TOKYO RADIATOR SELAMAT SEMPURNA

POSCO IJPC : PT POSCO INDONESIA JAKARTA PROCESSING CENTER

FILTON : FILTON INDUSTRIES SDN. BHD.

## Distribution

PTC : PT PRAPAT TUNGGAL CIPTA

MD : PT MANGATUR DHARMA

SOLCREST : SOLCREST PTY LTD.

POWERFIL : POWERFIL AUTOPARTS SDN. BHD.

BS : BS ENTERPRISE SDN. BHD.

SS AUTO : S.S AUTO SDN. BHD.

SS A-Sabah : S.S AUTO (Sabah) SDN. BHD.

SF THAILAND : SURE FILTER THAILAND CO., LTD.

SSA-Sabah  
70%

## Branches of PTC :

JABODETABEK, The Greater Jakarta

MAKASSAR, South Sulawesi

MEDAN, North Sumatra

PEKANBARU, Riau

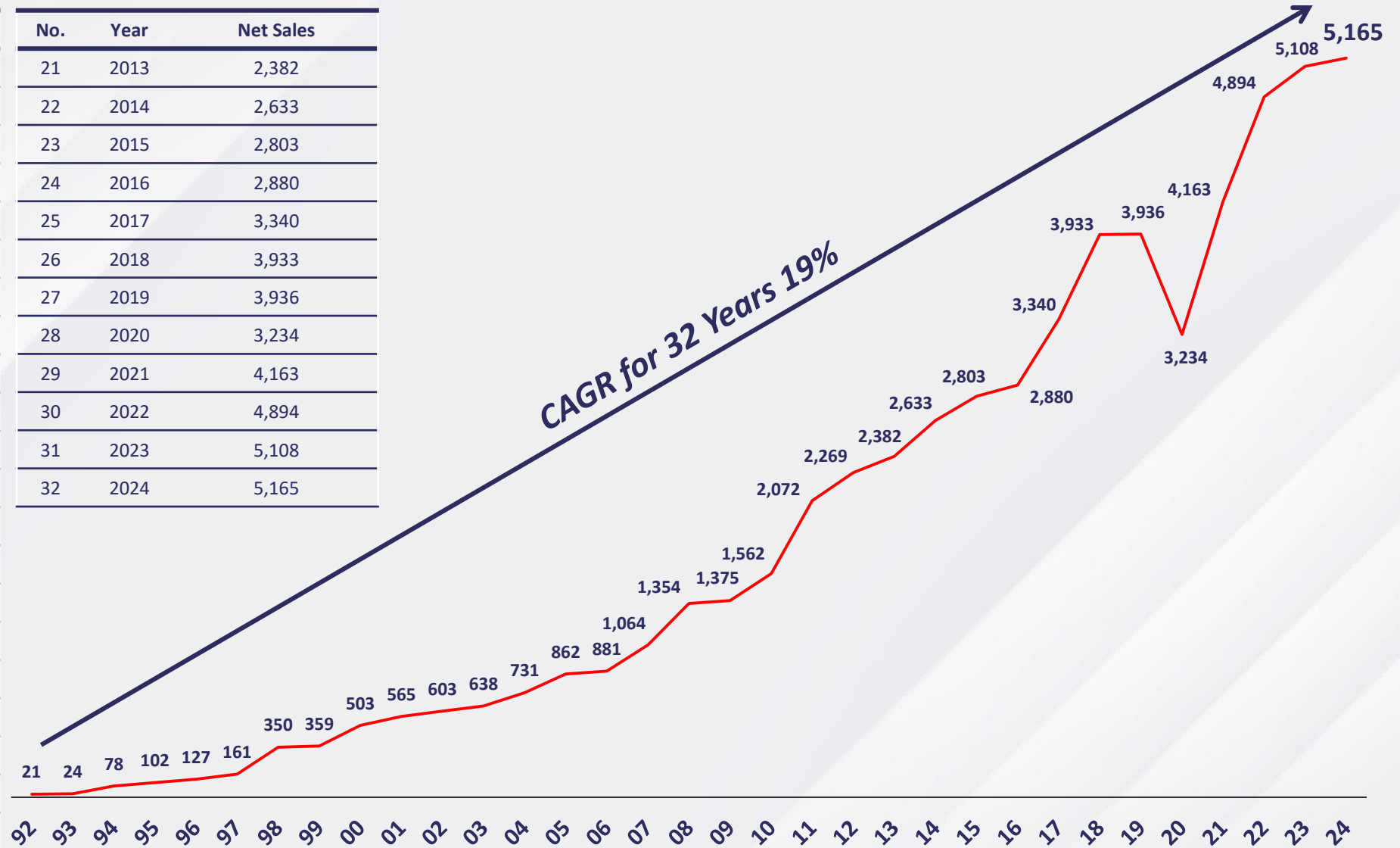
SURABAYA, East Java



# 32 YEARS OF CAGR SALES

| 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     |

| No. | Year | Net Sales |
|-----|------|-----------|
| 21  | 2013 | 2,382     |
| 22  | 2014 | 2,633     |
| 23  | 2015 | 2,803     |
| 24  | 2016 | 2,880     |
| 25  | 2017 | 3,340     |
| 26  | 2018 | 3,933     |
| 27  | 2019 | 3,936     |
| 28  | 2020 | 3,234     |
| 29  | 2021 | 4,163     |
| 30  | 2022 | 4,894     |
| 31  | 2023 | 5,108     |
| 32  | 2024 | 5,165     |

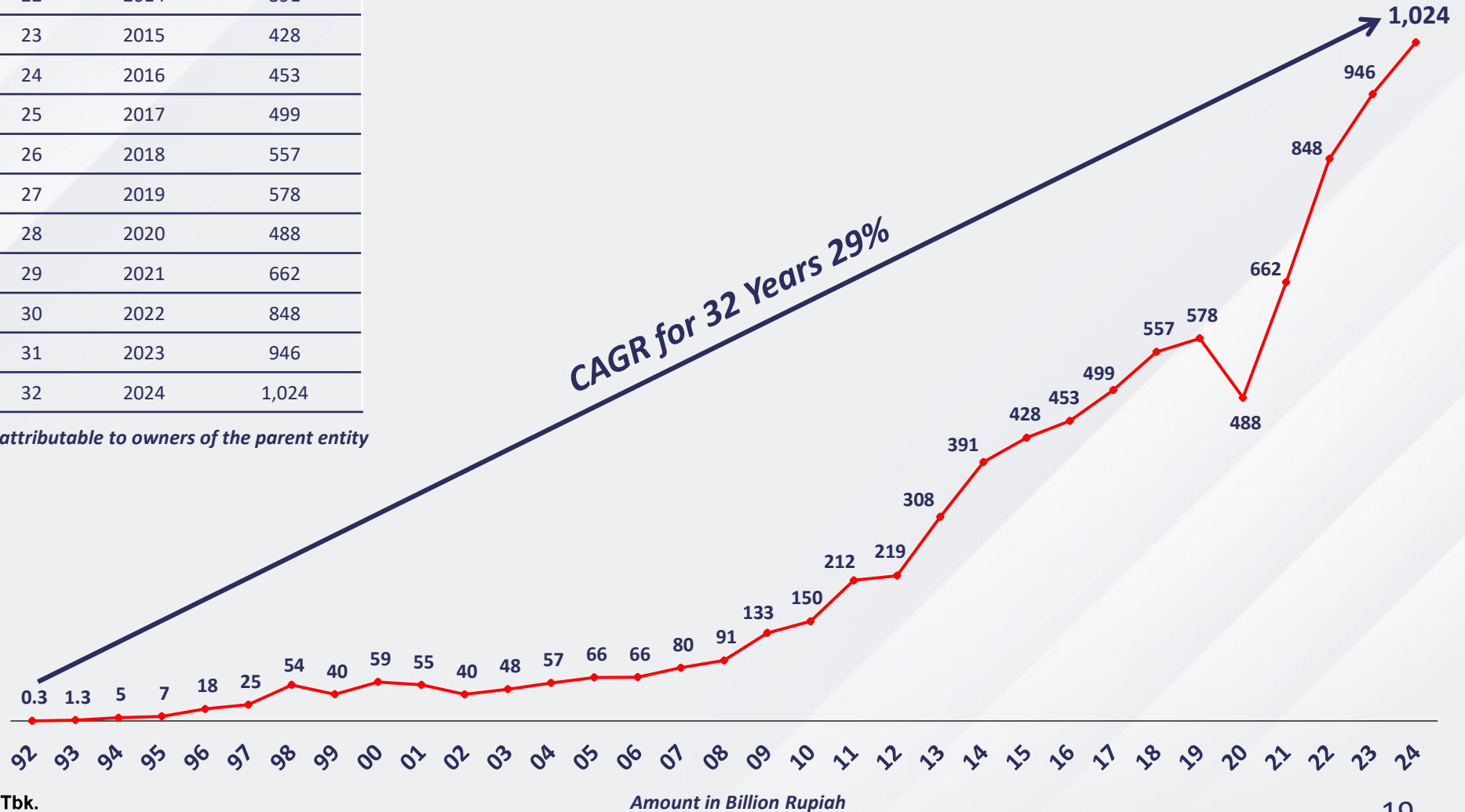


# 32 YEARS OF CAGR NET INCOME

| No. | Year | Net Income* |
|-----|------|-------------|
|     | 1992 | 0.3         |
| 1   | 1993 | 1.3         |
| 2   | 1994 | 5           |
| 3   | 1995 | 7           |
| 4   | 1996 | 18          |
| 5   | 1997 | 25          |
| 6   | 1998 | 54          |
| 7   | 1999 | 40          |
| 8   | 2000 | 59          |
| 9   | 2001 | 55          |
| 10  | 2002 | 40          |
| 11  | 2003 | 48          |
| 12  | 2004 | 57          |
| 13  | 2005 | 66          |
| 14  | 2006 | 66          |
| 15  | 2007 | 80          |
| 16  | 2008 | 91          |
| 17  | 2009 | 133         |
| 18  | 2010 | 150         |
| 19  | 2011 | 212         |
| 20  | 2012 | 219         |

| No. | Year | Net Income* |
|-----|------|-------------|
| 21  | 2013 | 308         |
| 22  | 2014 | 391         |
| 23  | 2015 | 428         |
| 24  | 2016 | 453         |
| 25  | 2017 | 499         |
| 26  | 2018 | 557         |
| 27  | 2019 | 578         |
| 28  | 2020 | 488         |
| 29  | 2021 | 662         |
| 30  | 2022 | 848         |
| 31  | 2023 | 946         |
| 32  | 2024 | 1,024       |

\*) attributable to owners of the parent entity



# 20 YEARS CONSECUTIVE DIVIDEND PAYMENT GROWTH

| No. | Book Year | Total Dividend (In Bio IDR) | Net Income (In Bio IDR) | Payout Ratio |
|-----|-----------|-----------------------------|-------------------------|--------------|
|     | 2004      | 25.97                       | 57                      | 45%          |
| 1   | 2005      | 32.47                       | 66                      | 49%          |
| 2   | 2006      | 41.08                       | 66                      | 62%          |
| 3   | 2007      | 57.59                       | 80                      | 72%          |
| 4   | 2008      | 86.38                       | 91                      | 94%          |
| 5   | 2009      | 129.57                      | 133                     | 98%          |
| 6   | 2010      | 136.77                      | 150                     | 91%          |
| 7   | 2011      | 143.97                      | 212                     | 68%          |
| 8   | 2012      | 151.17                      | 219                     | 69%          |
| 9   | 2013      | 165.56                      | 308                     | 54%          |
| 10  | 2014      | 179.96                      | 391                     | 46%          |
| 11  | 2015      | 215.95                      | 428                     | 50%          |
| 12  | 2016      | 266.34                      | 453                     | 59%          |
| 13  | 2017      | 299.45                      | 499                     | 60%          |
| 14  | 2018      | 334.00                      | 557                     | 60%          |
| 15  | 2019      | 339.76                      | 578                     | 59%          |
| 16  | 2020      | 345.52                      | 488                     | 71%          |
| 17  | 2021      | 403.11                      | 662                     | 61%          |

| No. | Book Year | Total Dividend (In Bio IDR) | Net Income (In Bio IDR) | Payout Ratio |
|-----|-----------|-----------------------------|-------------------------|--------------|
| 18  | 2022      | 518.04                      | 848                     | 61%          |
| 19  | 2023      | 691.04                      | 944                     | 73%          |
| 20  | 2024      | 777.42                      | 1,024                   | 76%          |
|     | 2025      | 345.52 <sup>*)</sup>        | 531                     | 65%          |

- Paid quarterly dividend since 2015 = 42 times
- Increased annually for 20 years
- Total Dividend paid since 1996 Rp5.86 Trillion



## Dividend Distribution within year 2025:

Final Dividend For 2024 Financial Year : IDR 230 Bio on June 24, 2025

<sup>\*)</sup> 1<sup>st</sup> Interim Dividend For 2025 Financial Year : IDR 144 Bio on May 27, 2025

<sup>\*)</sup> 2<sup>nd</sup> Interim Dividend For 2025 Financial Year : IDR 202 Bio on August 26, 2025

## 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%.

# SUMMARY PERFORMANCE 1H 2025

|                        | 6 Months ended<br>30 June 2025 |   | Changes |
|------------------------|--------------------------------|---|---------|
| Net Sales              | IDR 2.56 T                     | ↑ | 8.76%   |
| Profit for the Period* | IDR 0.53 T                     | ↑ | 18.48%  |
| EPS                    | IDR 92                         | ↑ | 18.48%  |

*\* attributable to owners of the parent entity*



# COMPARATIVE FINANCIAL HIGHLIGHTS

| Financial Highlights                   | 6 Months Ended |          | Increase/<br>(Decrease) | %      | Compare Q to Y |       |
|----------------------------------------|----------------|----------|-------------------------|--------|----------------|-------|
|                                        | 1H 2025        | 1H 2024* |                         |        | 1H 2025        | 2024  |
| Net Sales                              | 2,556          | 2,350    | 206                     | 8.76%  | 2,556          | 5,165 |
| Gross Profit                           | 912            | 827      | 86                      | 10.38% | 912            | 1,914 |
| Operating Profit                       | 698            | 591      | 107                     | 18.15% | 698            | 1,375 |
| Profit for the period attributable to: |                |          |                         |        |                |       |
| Owners of the parent entity            | 531            | 448      | 83                      | 18.48% | 531            | 1,024 |
| Non-controlling Interests              | 43             | 38       | 4                       | 11.44% | 43             | 94    |
| Current Assets                         | 3,662          | 3,552    | 110                     | 3.10%  | 3,662          | 3,600 |
| Total Assets                           | 5,051          | 4,862    | 189                     | 3.89%  | 5,051          | 4,964 |
| Current Liabilities                    | 663            | 610      | 54                      | 8.82%  | 663            | 769   |
| Total Liabilities                      | 919            | 907      | 12                      | 1.27%  | 919            | 1,038 |
| Equity attributable to                 |                |          |                         |        |                |       |
| Owners of the parent company           | 3,651          | 3,527    | 124                     | 3.50%  | 3,651          | 3,473 |
| Non-controlling Interests              | 482            | 427      | 54                      | 12.68% | 482            | 453   |
| EPS                                    | 92             | 78       | 14                      | 18.48% | 92             | 178   |

Note : \* The 1H 2024 data has been restated.

*Amount In Billion Rupiah except Earning per Share*

# FINANCIAL RATIO

| Financial Ratio         | Compare Q to Q |           | Compare Q to Y |      |
|-------------------------|----------------|-----------|----------------|------|
|                         | 1H 2025        | 1H 2024** | 1H 2025        | 2024 |
| Net Sales Growth        | 9%             |           |                |      |
| Total Asset Growth      | 4%             |           | 2%             |      |
| Total Equity Growth     | 4%             |           | 5%             |      |
| Gross Profit Margin     | 36%            | 35%       | 36%            | 37%  |
| Operating Margin        | 27%            | 25%       | 27%            | 27%  |
| Profit Margin*          | 21%            | 19%       | 21%            | 20%  |
| Return on Assets        | 11%            | 10%       | 11%            | 23%  |
| Return on Equity*       | 13%            | 11%       | 13%            | 26%  |
| Total Debt/Total Assets | 18%            | 19%       | 18%            | 21%  |
| Total Debt/Total Equity | 22%            | 23%       | 22%            | 26%  |
| Current Ratio           | 552%           | 583%      | 552%           | 468% |

**Note:**

\* Attributable to owners of the parent entity.

\*\* The 1H 2024 data has been restated.

# SALES PERFORMANCE 1H 2025 [6 MONTHS ENDED]

| Market       | Sales (IDR)  |             |              |             | Increase/(Decrease) |              |
|--------------|--------------|-------------|--------------|-------------|---------------------|--------------|
|              | 1H 2025      | %           | 1H 2024      | %           | IDR                 | %            |
| Domestic     | 902          | 35%         | 952          | 41%         | (50)                | (5.30%)      |
| Overseas     | 1,654        | 65%         | 1,398        | 59%         | 256                 | 18.33%       |
| <b>Total</b> | <b>2,556</b> | <b>100%</b> | <b>2,350</b> | <b>100%</b> | <b>206</b>          | <b>8.76%</b> |

| Product       | Sales (IDR)  |             |              |             | Increase/(Decrease) |              |
|---------------|--------------|-------------|--------------|-------------|---------------------|--------------|
|               | 1H 2025      | %           | 1H 2024      | %           | IDR                 | %            |
| Filter        | 1,907        | 75%         | 1,758        | 75%         | 149                 | 8.46%        |
| Radiator      | 297          | 12%         | 249          | 11%         | 48                  | 19.29%       |
| Body Maker    | 76           | 3%          | 119          | 5%          | (43)                | (35.87%)     |
| Trading       | 804          | 31%         | 752          | 32%         | 52                  | 6.87%        |
| Others        | 98           | 4%          | 97           | 4%          | 0.2                 | 0.23%        |
| (Elimination) | (626)        | (25%)       | (625)        | (27%)       | 0.3                 | 0.05%        |
| <b>Total</b>  | <b>2,556</b> | <b>100%</b> | <b>2,350</b> | <b>100%</b> | <b>206</b>          | <b>8.76%</b> |

# SLIGHTLY IMPROVEMENT IN 1H 2025

## FY 2025 (in Bio IDR)

| Period         | Net Sales | Δ of Net Sales<br>Q to Q | Profit for the<br>Period* | Δ Profit for the Period*<br>Q to Q |
|----------------|-----------|--------------------------|---------------------------|------------------------------------|
| As of 31 March | 1,255     |                          | 265                       |                                    |
| As of 30 June  | 2,556     | 1,301                    | 531                       | 266                                |

## FY 2025 (in Bio IDR)

| Period         | Overseas Sales | Δ of Overseas Sales<br>Q to Q | Domestic Sales | Δ Domestic Sales<br>Q to Q |
|----------------|----------------|-------------------------------|----------------|----------------------------|
| As of 31 March | 788            |                               | 466            |                            |
| As of 30 June  | 1,654          | 866                           | 902            | 436                        |

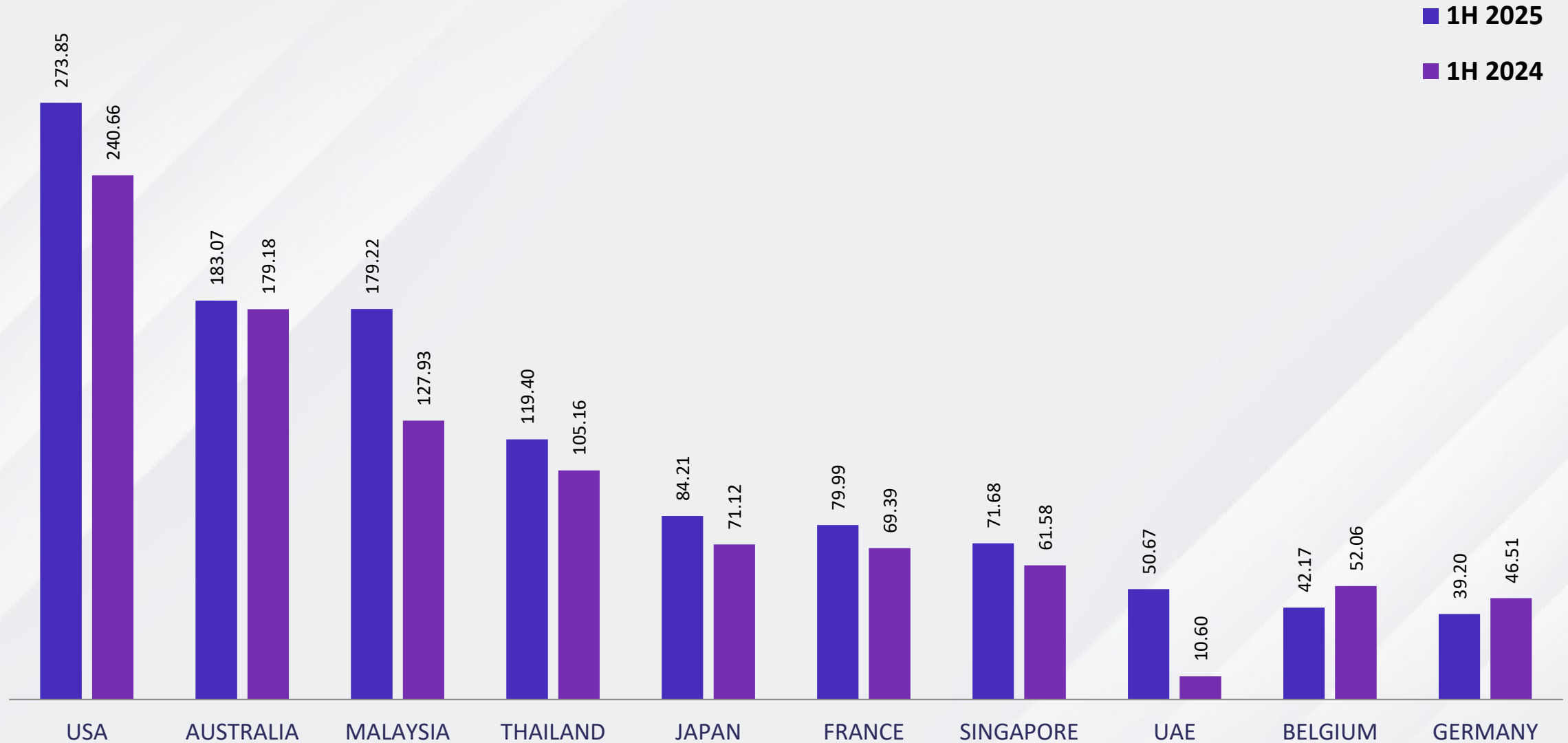


# SALES BY GEOGRAPHICAL

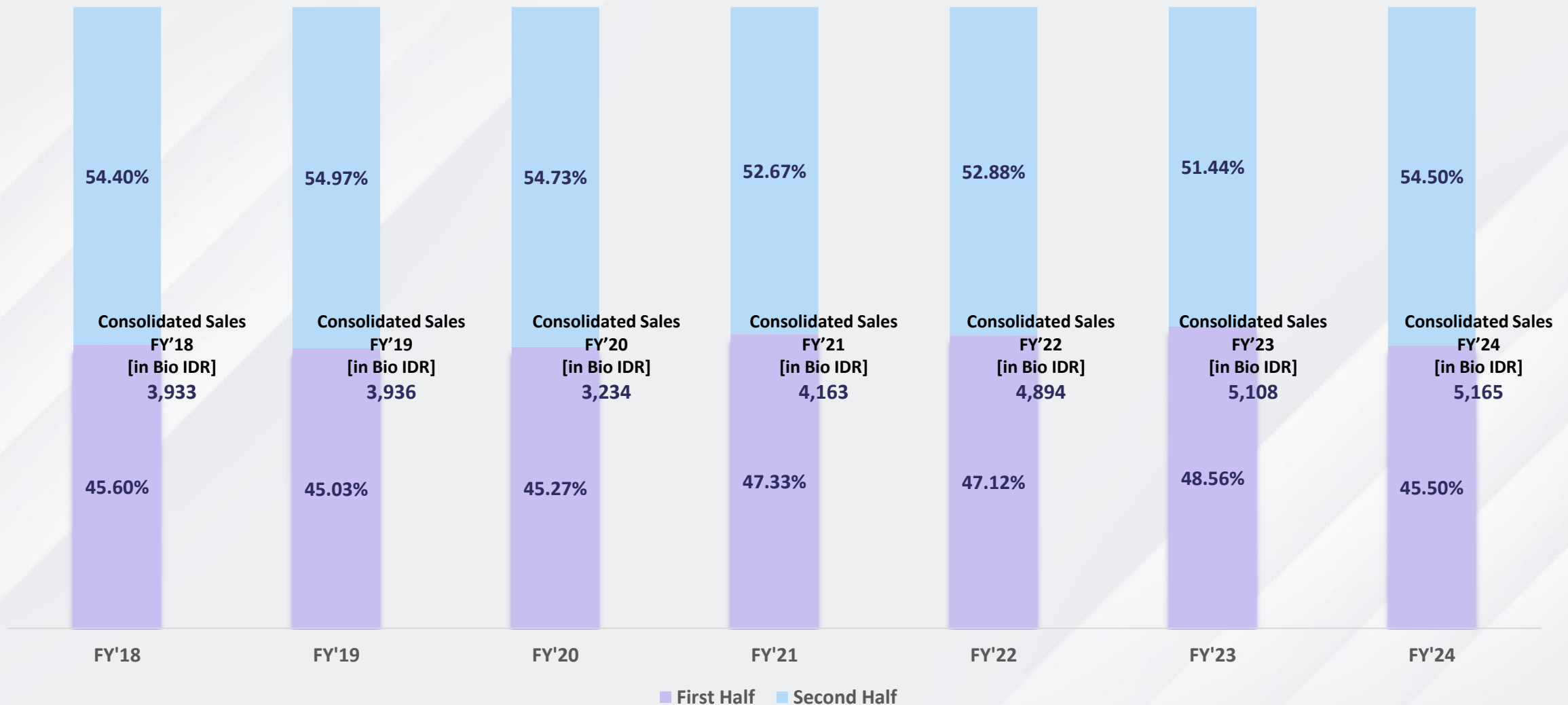
| Geographical | 1H 2025      |             | 1H 2024      |             | Increase/<br>(Decrease) |
|--------------|--------------|-------------|--------------|-------------|-------------------------|
|              | IDR          | %           | IDR          | %           |                         |
| Domestic     | 902          | 35%         | 952          | 41%         | (5.30%)                 |
| Overseas     |              |             |              |             |                         |
| Asia         | 703          | 28%         | 527          | 22%         | 33.52%                  |
| America      | 412          | 16%         | 393          | 17%         | 4.70%                   |
| Europe       | 280          | 11%         | 237          | 10%         | 18.07%                  |
| Australia    | 208          | 8%          | 204          | 9%          | 1.90%                   |
| Africa       | 51           | 2%          | 37           | 1%          | 39.88%                  |
| <b>Total</b> | <b>2,556</b> | <b>100%</b> | <b>2,350</b> | <b>100%</b> | <b>8.76%</b>            |

# TOP 10 EXPORT DESTINATIONS BY COUNTRIES

[sort by sales 1H 2025 - in Bio IDR]



# REVENUE CONTRIBUTION – FIRST VS. SECOND HALF OF THE YEAR



# FY 2025 TARGET

**SALES  
IDR**



**8%**

**NET PROFIT  
IDR**



**10%**

The outlook for the automotive market in the coming months remains uncertain, largely due to the ongoing trade tensions following the introduction of tariffs by the new U.S. administration.

After a relatively stable 2024, raw material and energy prices are expected to become more volatile in 2025. This volatility will likely depend on the extent of disruption to global supply chains caused by these tariffs, especially if macroeconomic conditions deteriorate.

Despite these headwinds, the Company forecast its 2025 guidance, projecting mid-single-digit revenue growth and maintaining its current profit margin relative to 2024. The Company remains vigilant in monitoring market dynamics and will adjust its guidance if significant external changes occur.



# US TARIFFS ON SMSM (BEFORE & AFTER)

| Before                | After                                                  |
|-----------------------|--------------------------------------------------------|
| 2.5%<br>(Normal Duty) | $2.5\% + 25\% = 27.5\%$<br>(Normal Duty + Section 232) |

➔ Automobiles & Automobile Parts

**Note:**

Section 232: Tariffs on automobiles and automobile parts. Exempts products subject to Section 232 from reciprocal tariffs. The Section 232 tariffs shall become effective as of 3 May 2025.



**Sakura Filter Indonesia**



Shopee Mall



# Thank You

Visit us at [www.smsm.co.id](http://www.smsm.co.id)

Follow us at  @sakurafilter.indonesia

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This presentation may contain statements regarding the business of PT Selamat Sempurna Tbk ("The Company") and its subsidiaries that are of a forward-looking nature and are therefore based on management's assumptions about future developments. Forward-looking statements involve certain risks and uncertainties because they relate to future events. Actual results may vary materially from those targeted, expected or projected due to several factors. Potential risks and uncertainties includes such factors as general economic conditions, foreign exchange fluctuations, interest rate changes, commodity price fluctuations and regulatory developments. The reader and/or listener is cautioned to not unduly rely on these forward-looking statements. We do not undertake any duty to publish any update or revision of any forward-looking statements.