



**PT SELAMAT SEMPURNA Tbk**

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

## Investor Relations

### 9M 2023 Performance

## 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 **120** 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

# Production Plant - Indonesia



Kapuk Plant (Radiator Facilities)



Tangerang Plant (Filter Other Products & Subsidiaries)

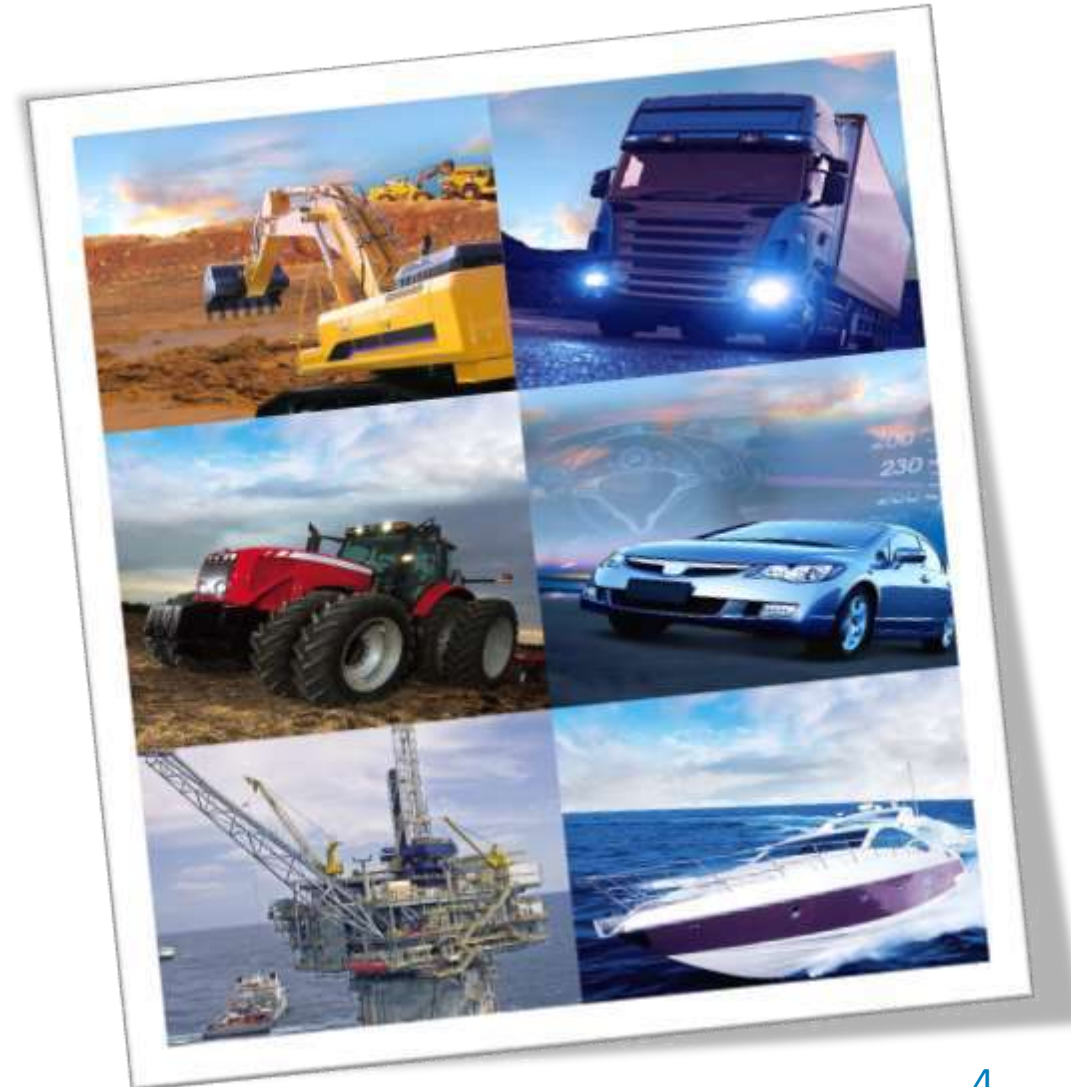


- Filters : 96 millions pieces per year

- Radiators: 1.95 millions pieces per year

# 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.*



# 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



**DUMP HOIST**



**COOLANT**



**BRAKE PARTS**

## List of OEM/OES

- ANTONIO CARRARO
- ATLAS COPCO
- BOMAG
- CARRIER
- CLARK
- CNHI
- DAIHATSU
- GEHL
- HINO
- HITACHI
- HUPPENKOTHEN
- HYSTER
- HYUNDAI
- ISEKI
- ISUZU
- KATO
- KOHLER
- KUBOTA
- LIEBHERR
- MANITOU
- MATHIEU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SCHAFFER
- SDE
- SUMITOMO
- SUNWARD
- SUZUKI
- TAKEUCHI
- TOYOTA
- VESTAS
- 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)

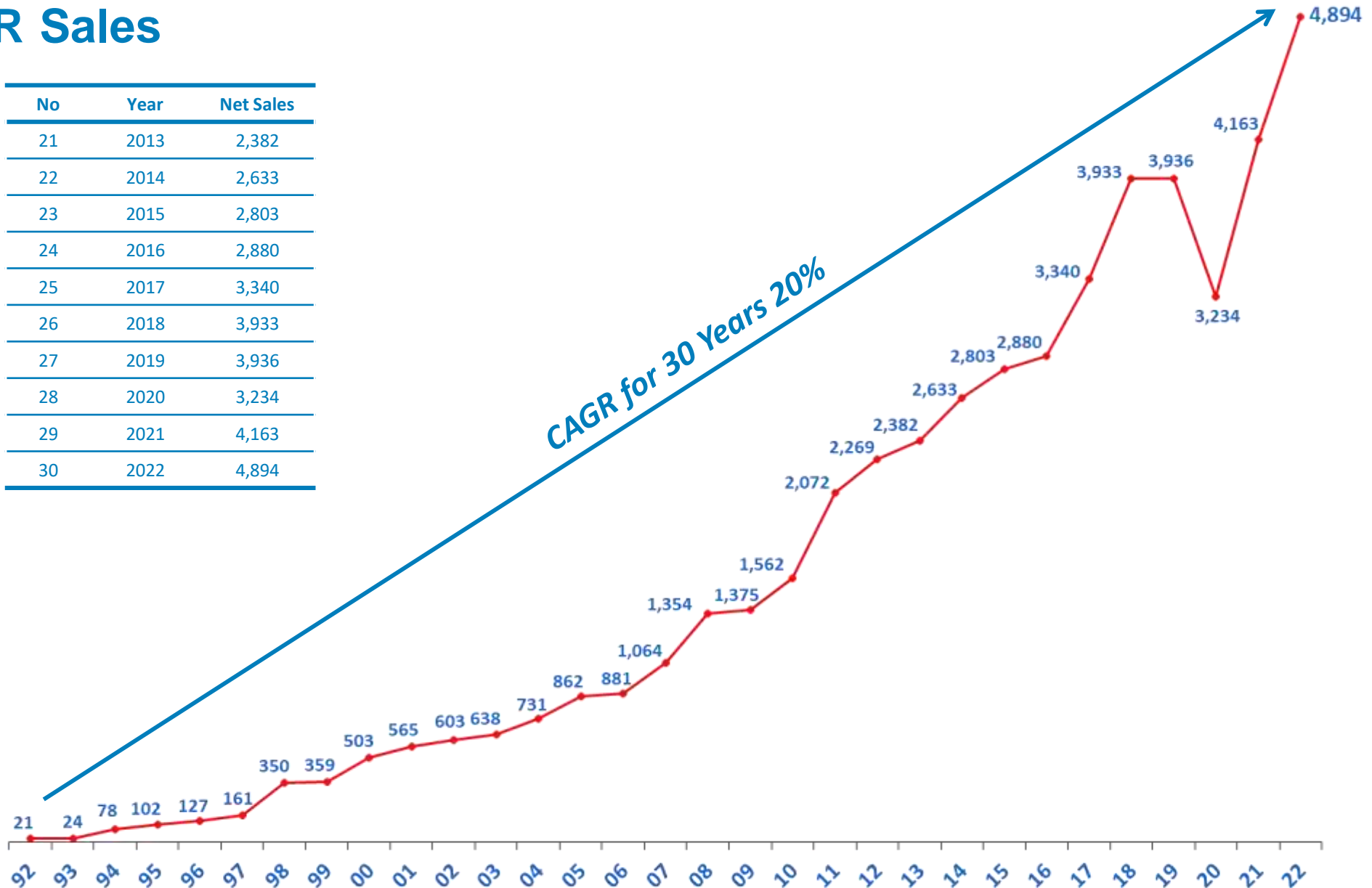
## Radiators & Others

- **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)

# 30 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



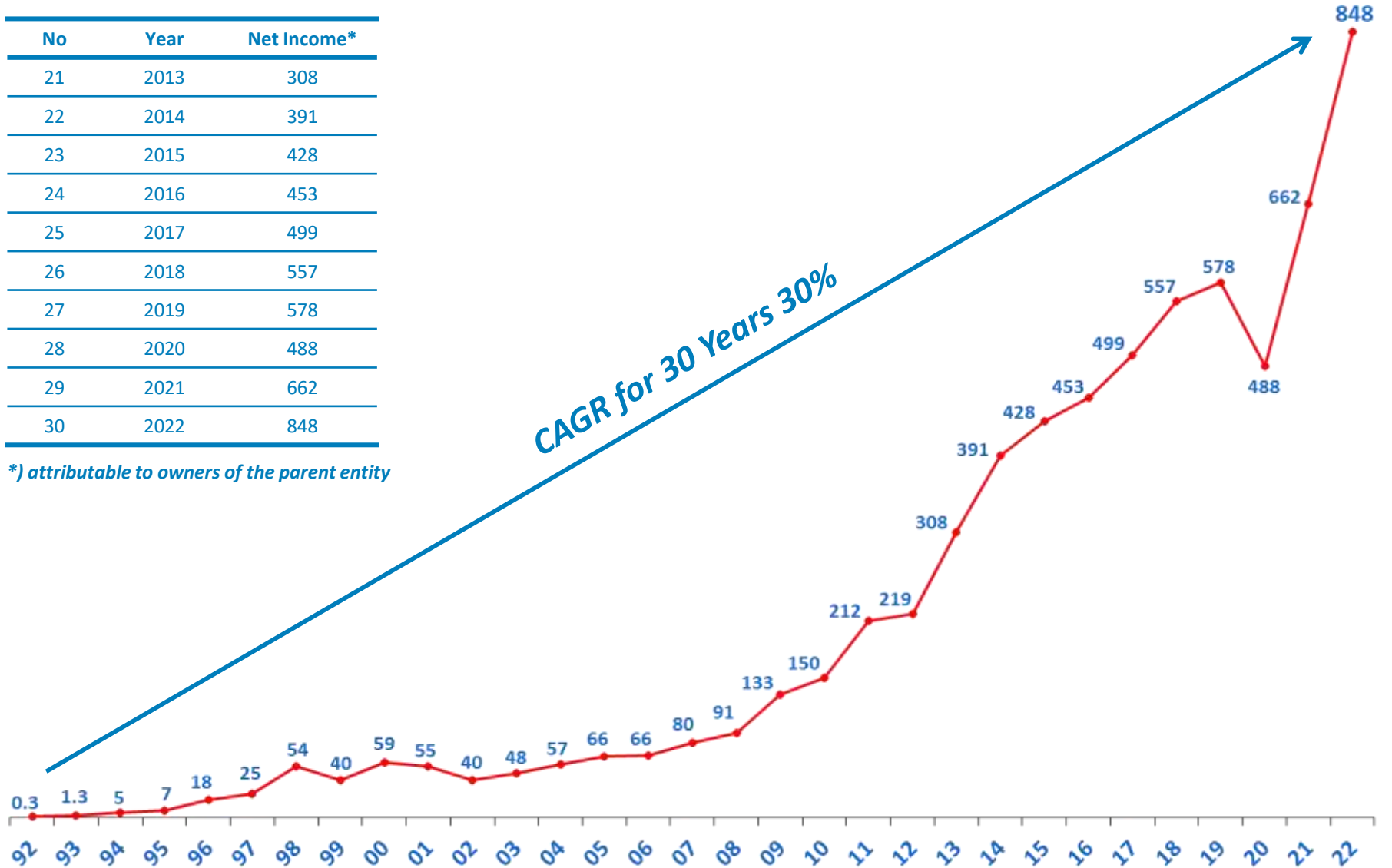


# 30 Years of CAGR Net Income

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

*\*) attributable to owners of the parent entity*

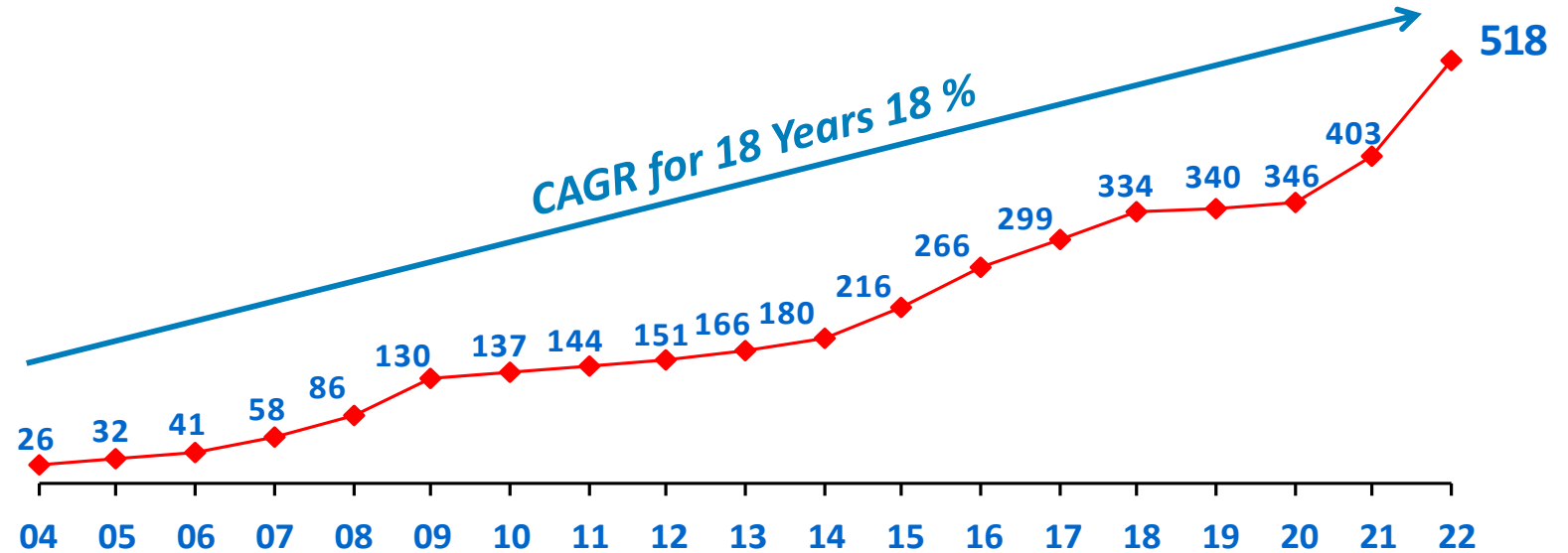


# 18 Years Consecutive Dividend Payment Growth

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%
	2023	460.69 <sup>*)</sup>	695	66%

- Paid quarterly dividend since 2015 = 35 times
- Increased annually for 18 years
- Total Dividend paid since 1996 Rp4.51 Trillion






### Dividend Distribution within year 2023 :

- Final Dividend For 2022 Financial Year : IDR 144 Bio on June 14, 2023
- <sup>\*)</sup> 1<sup>st</sup> Interim Dividend For 2023 Financial Year : IDR 144 Bio on May 24, 2023
- <sup>\*)</sup> 2<sup>nd</sup> Interim Dividend For 2023 Financial Year : IDR 144 Bio on August 23, 2023
- <sup>\*)</sup> 3<sup>rd</sup> Interim Dividend For 2023 Financial Year : IDR 173 Bio on November 22, 2023

### 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 9M 2023

	9 Months ended 30 September 2023		Changes
Net Sales	IDR 3.764 T		3.13%
Profit for the Period*	IDR 695 B		8.72%
EPS	IDR 121		8.72%

*\* attributable to owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	9 Months Ended		Increase / (Decrease)	%	Compare Q to Y	
	9M 2023	9M 2022			9M 2023	2022
Net Sales	3,764	3,649	115	3%	3,764	4,894
Gross Profit	1,287	1,162	124	11%	1,287	1,605
Operating Profit	945	884	61	7%	945	1,174
Profit for the period attributable to:						
Owners of the parent entity	695	639	56	9%	695	848
Non-controlling Interests	71	66	5	7%	71	88
Current Assets	3,268	3,191	78	2%	3,268	3,122
Total Assets	4,525	4,385	140	3%	4,525	4,380
Current Liabilities	638	822	(184)	(22%)	638	705
Total Liabilities	972	1,175	(203)	(17%)	972	1,061
Equity attributable to:						
Owners of the Company Entity	3,141	2,805	336	12%	3,141	2,896
Non-controlling Interests	412	405	7	2%	412	423
EPS	121	111	10	9%	121	147

# Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	9M 2023	9M 2022	9M 2023	2022
Net Sales Growth	3%			
Total Asset Growth	3%		3%	
Total Equity Growth	11%		7%	
Gross Profit Margin	34%	32%	34%	33%
Operating Margin	25%	24%	25%	24%
Profit Margin*	18%	18%	18%	17%
Return on Assets	17%	16%	17%	21%
Return on Equity*	20%	20%	20%	26%
Total Debt/Total Assets	21%	27%	21%	24%
Total Debt/Total Equity	27%	37%	27%	32%
Current Ratio	512%	388%	512%	443%

## Sales Performance 9M 2023 (9 Months Ended)

Market	Sales (IDR)				Increase / (Decrease)	
	9M 2023	%	9M 2022	%	IDR	%
Domestic	1,519	40%	1,340	37%	179	13%
Overseas	2,245	60%	2,309	63%	(64)	(3%)
<b>Total</b>	<b>3,764</b>	<b>100%</b>	<b>3,649</b>	<b>100%</b>	<b>115</b>	<b>3%</b>

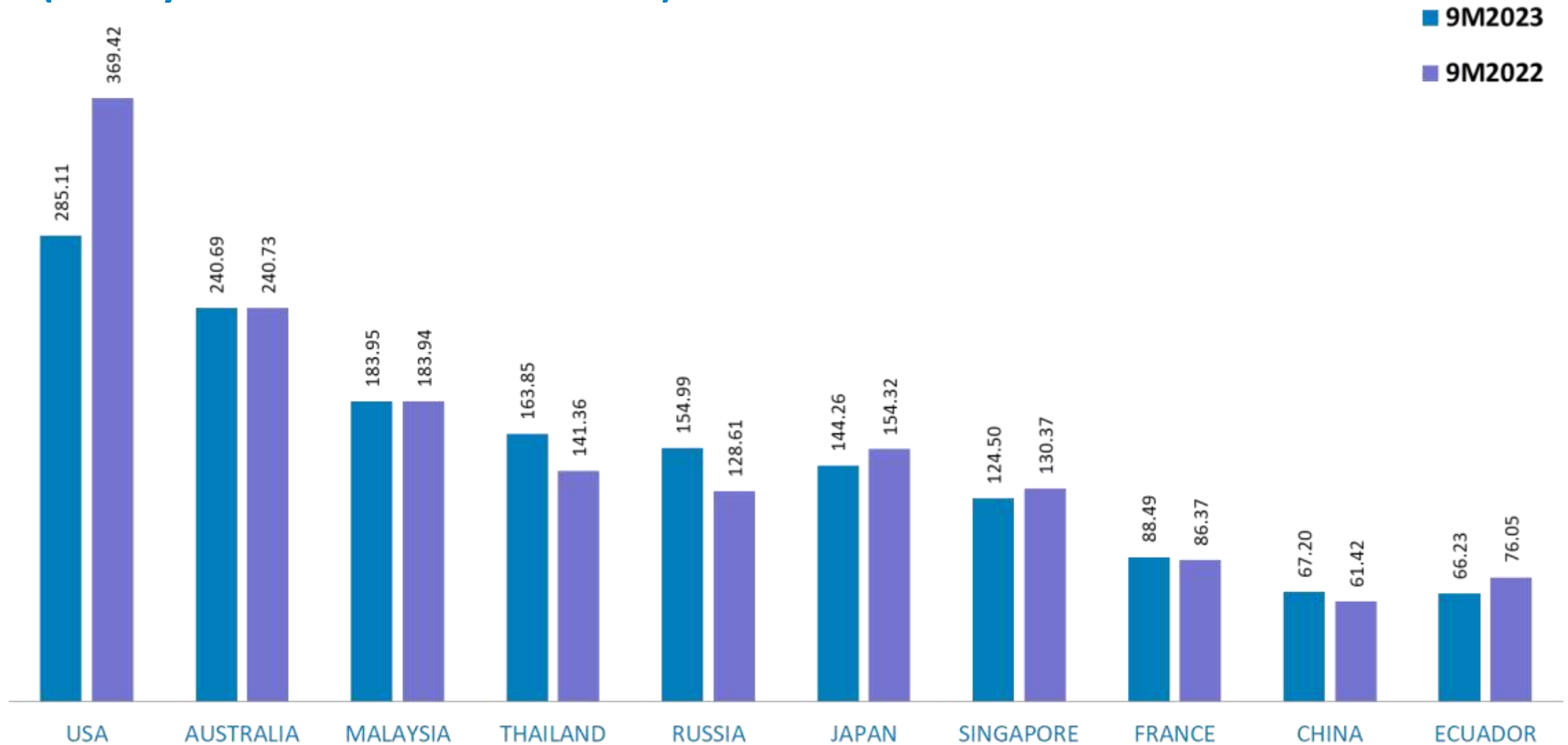
Product	Sales (IDR)				Increase / (Decrease)	
	9M 2023	%	9M 2022	%	IDR	%
Filter	2,723	72%	2,576	71%	147	6%
Radiator	331	9%	406	11%	(75)	(19%)
Body Maker	271	7%	261	7%	10	4%
Trading	1,073	29%	1,000	27%	73	7%
Others	180	5%	319	9%	(139)	(44%)
<b>(Elimination)</b>	<b>(814)</b>	<b>(22%)</b>	<b>(913)</b>	<b>(25%)</b>	<b>(99)</b>	<b>(11%)</b>
<b>Total</b>	<b>3,764</b>	<b>100%</b>	<b>3,649</b>	<b>100%</b>	<b>115</b>	<b>3%</b>

## Sales by Geographical

Geographical	9M 2023		9M 2022		Increase / (Decrease)
	IDR	%	IDR	%	
Domestic	1,519	40%	1,340	37%	13%
Overseas					
Asia	950	25%	946	26%	0.4%
America	531	14%	614	17%	(14%)
Europe	420	11%	412	11%	2%
Australia	275	8%	271	7%	1%
Africa	69	2%	66	2%	5%
<b>Total</b>	<b>3,764</b>	<b>100%</b>	<b>3,649</b>	<b>100%</b>	<b>3%</b>

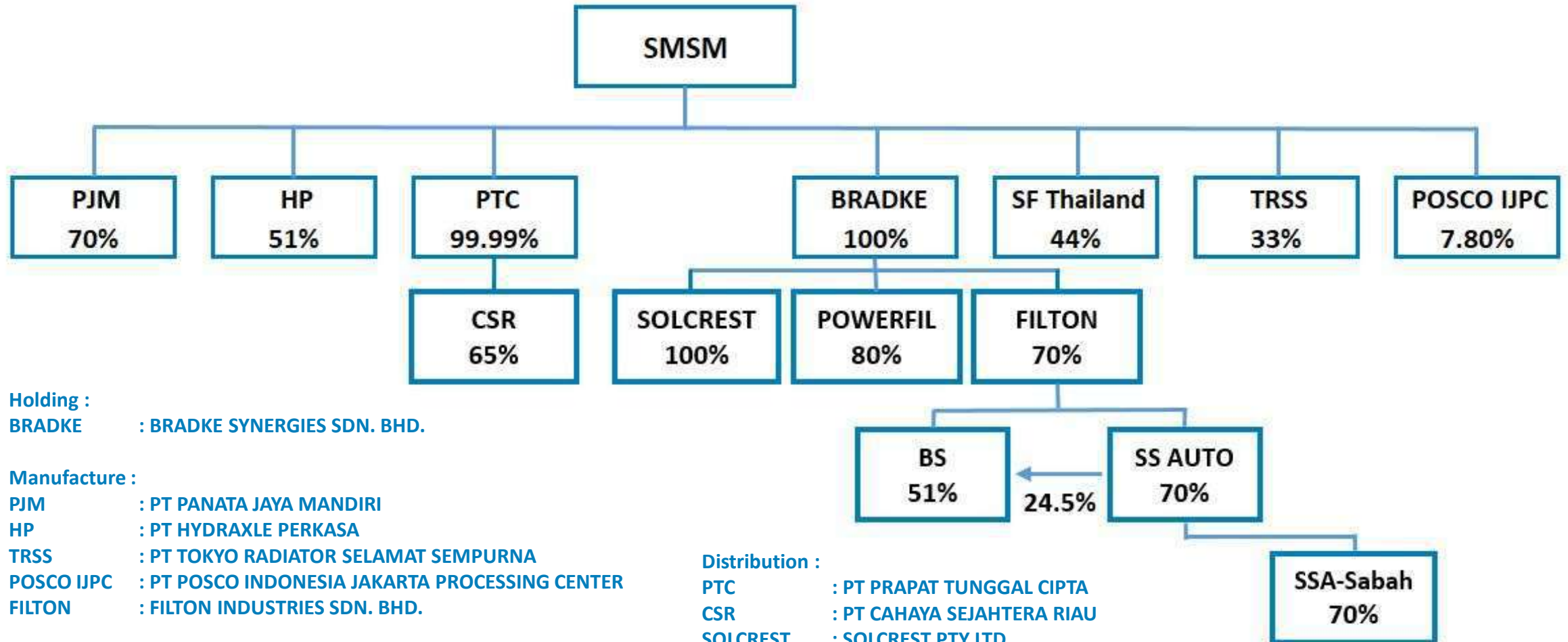
# Top 10 Export Destinations by Countries

(sort by sales 9M 2023 - in Bio IDR)





# Structure of Company with the Subsidiaries and Associates



**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.

**Branches of PTC :**  
JABODETABEK, The Greater Jakarta  
MAKASSAR, South Sulawesi  
MEDAN, North Sumatra  
SURABAYA, East Java

**Distribution :**  
PTC : PT PRAPAT TUNGGAL CIPTA  
CSR : PT CAHAYA SEJAHTERA RIAU  
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.

# PT Panata Jaya Mandiri – PJM (Subsidiary Company)

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

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2023 (U)	9M 2022 (U)		9M 2023 (U)	2022 (A)
Net Sales	881	893	(1%)	881	1,155
Gross Profit	214	183	17%	214	267
Operating Profit	166	154	8%	166	206
Profit for The Period	132	121	10%	132	160
Total Current Assets	617	615	0.3%	617	606
Total Assets	748	744	1%	748	739
Total Current Liabilities	141	166	(15%)	141	147
Total Liabilities	179	213	(16%)	179	191
Total Equity	570	530	7%	570	548

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



## 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2023 (U)	9M 2022 (U)		9M 2023 (U)	2022 (A)
Net Sales	304	293	4%	304	391
Gross Profit	54	60	(10%)	54	76
Operating Profit	41	49	(15%)	41	53
Profit for The Period	38	34	12%	38	42
Total Current Assets	161	210	(23%)	161	191
Total Assets	252	296	(15%)	252	283
Total Current Liabilities	38	52	(27%)	38	41
Total Liabilities	54	74	(27%)	54	59
Total Equity	198	222	(11%)	198	224

*U= Unaudited*

*Amount in Billion Rupiah*

*A= Audited*



## PT Prapat Tunggal Cipta – PTC (Subsidiary Company)

- ❑ SMSM owns a 99.99% stake in PTC
- ❑ Sole distributor that specializes on the trading of the Company products in Indonesia aftermarket sectors

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2023 (U)	9M 2022 (U)		9M 2023 (U)	2022 (A)
Net Sales	599	541	11%	599	730
Gross Profit	169	152	11%	169	205
Operating Profit	120	105	14%	120	140
Profit for The Period*	94	82	16%	94	109
Total Current Assets	495	436	14%	495	432
Total Assets	543	480	13%	543	483
Total Current Liabilities	117	130	(10%)	117	114
Total Liabilities	141	155	(9%)	141	141
Total Equity	402	325	24%	402	343

*U= Unaudited*

*Amount in Billion Rupiah*

*A= Audited*

*\*) attributable to owners of the parent entity*

## Bradke Synergies Sdn Bhd – BRADKE (Subsidiary Company)

- ❑ SMSM owns a 100% stake in Bradke
- ❑ Bradke is the Holding Company which had subsidiaries of which are (i) Manufacturing of filters product & the Company's Supplier for machinery (Filton Industries Sdn Bhd), the Company's sole distributor of filter products in Malaysia & Australia (Powerfil Auto Parts Sdn Bhd, SS Auto Sdn Bhd, Solcrest Pte Ltd)

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2023 (U)	9M 2022 (U)		9M 2023 (U)	2022 (A)
Net Sales	136	128	6%	136	170
Gross Profit	48	43	11%	48	58
Operating Profit	18	15	25%	18	21
Profit for The Period*	10	7	30%	10	10
Total Current Assets	98	97	1%	98	98
Total Assets	176	174	1%	176	176
Total Current Liabilities	36	38	(4%)	36	40
Total Liabilities	64	67	(4%)	64	69
Total Equity	112	107	5%	112	106



## Sure Filter (Thailand) Co., Ltd. – SF THAILAND (Subsidiary Company)

- ❑ SMSM owns a 44% stake in SF Thailand
- ❑ SF Thailand is the Company's sole distributor of filter and radiator products in Thailand

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2023 (U)	9M 2022 (U)		9M 2023 (U)	2022 (A)
Net Sales	232	242	(4%)	232	317
Gross Profit	68	70	(2%)	68	81
Operating Profit	10	13	(25%)	10	15
Profit for The Period	4	9	(58%)	4	8
Total Current Assets	182	225	(19%)	182	208
Total Assets	423	441	(4%)	423	429
Total Current Liabilities	96	136	(30%)	96	62
Total Liabilities	216	236	(9%)	216	225
Total Equity	207	204	1%	207	204



## PT Tokyo Radiator Selamat Sempurna (Associate Company)

- ❑ SMSM owns a 33% stake in TRSS
- ❑ *Joint venture* with Tokyo Radiator Mfg. Co. Ltd

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2023 (U)	9M 2022 (U)		9M 2023 (U)	2022 (U)
Net Sales	138	144	(4%)	138	200
Gross Profit	34	33	5%	34	46
Operating Profit	21	21	1%	21	30
Profit for The Period	18	18	0.3%	18	25
Total Current Assets	139	126	11%	139	139
Total Assets	166	154	8%	166	167
Total Current Liabilities	29	31	(7%)	29	38
Total Liabilities	47	50	(6%)	47	57
Total Equity	119	104	15%	119	110

- ❑ SMSM owns a 7,80% stake in POSCO IJPC
- ❑ *Joint venture* with POSCO and POSCO International Corporation

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2023 (U)	9M 2022 (U)		9M 2023 (U)	2022 (A)
Net Sales	207	214	(3%)	207	285
Gross Profit	9	7	25%	9	9
Operating Profit	5	4	37%	5	4
Profit for The Period	2	2	(0.2%)	2	1
Total Current Assets	135	151	(10%)	135	135
Total Assets	166	183	(10%)	166	167
Total Current Liabilities	114	134	(15%)	114	118
Total Liabilities	115	134	(15%)	115	118
Total Equity	51	49	4%	51	48



# Achievement 2023

Month	Achievement
March	“Kaizen Cost in 2022” for the outstanding performance & support from PT HINO Motors Manufacturing Indonesia.
May	“The Best Contribution and Performance 2022” from PT Suzuki Indomobil Sales. “The Best Vendor Performance 2022” from PT Suzuki Indomobil Sales.
June	“High Dividend & High Growth” from Tempo.co and Idnfinancials.com.
	“Best Non Financial Sector” and “Top 50 Mid Capitalization Public Listed Company” at the 14 <sup>th</sup> IICD Corporate Governance Conference & Award 2023”.
September	“KAKI Champion Companies” for SMSM’s commitment to promote a clean business ecosystem in Indonesia from Indonesia's Collective Action Coalition Against Corruption (KAKI).  Inclusion in Forbes Asia's “Best Under A Billion 2023”.



🔍 Sakura Filter Indonesia

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Official Store

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