



PT Selamat Sempurna Tbk [SMSM:IJ]

PUBLIC EXPOSE

Jakarta, 07 Agustus 2017

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

Management

BOC :

- Surja Hartono : President Commissioner
- Handi Hidayat Suwardi : Independent Commissioner

BOD :

- Eddy Hartono : President Director
- Djojo Hartono : Operational Director
- Ang Andri Pribadi : Finance Director
- Lucas Aries Setyapranarka : Technical Director
- Rusman Salem : Marketing Director

Chronology of Listing & Capital Structure

Description	Date	Stocks Accumulated (Shares)	Nominal Value Accumulated (Rp.)
IPO	09 Sep 1996	34.400.000	17.200.000.000
Bonus Shares	11 Nov 1997	196.768.000	98.384.000.000
Bonus Shares	12 Aug 1999	259.733.760	129.866.880.000
Stock Split (1:5)	10 Jul 2003	1.298.668.800	129.866.880.000
Merger	28 Dec 2006	1.439.668.860	143.966.886.000
Stock Split (1:4)	02 Nov 2016	5.758.675.440	143.966.886.000

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
Market Cap	5.758.675.440	1.125	6.478.509.870.000

(at the closing 01 Aug 2017)

Composition of Shareholders

Shareholders	Number of Shares Issued and Fully Paid	%	Amount
PT Adrindo IntiPerkasa	3.347.263.708	58,13%	83.681.592.700
Others (each with ownership interest below 5%)	2.411.411.732	41,87%	60.285.293.300
Total	5.758.675.440	100,00%	143.966.886.000

Share Ownership June 30,2017	Number of Investors	%	Number of Shares	%
Foreign Institutions	85	4,94%	872.821.612	15,16%
Local Institutions	1.566	91,10%	925.531.612	16,07%
Foreign Individuals	15	0,87%	11.511.660	0,20%
Local Individuals	37	2,15%	3.943.656.168	68,48%
Pension Fund	3	0,17%	5.071.500	0,09%
Broker	13	0,76%	82.888	0,001%
Total	1.719	100%	5.758.675.440	100%

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)

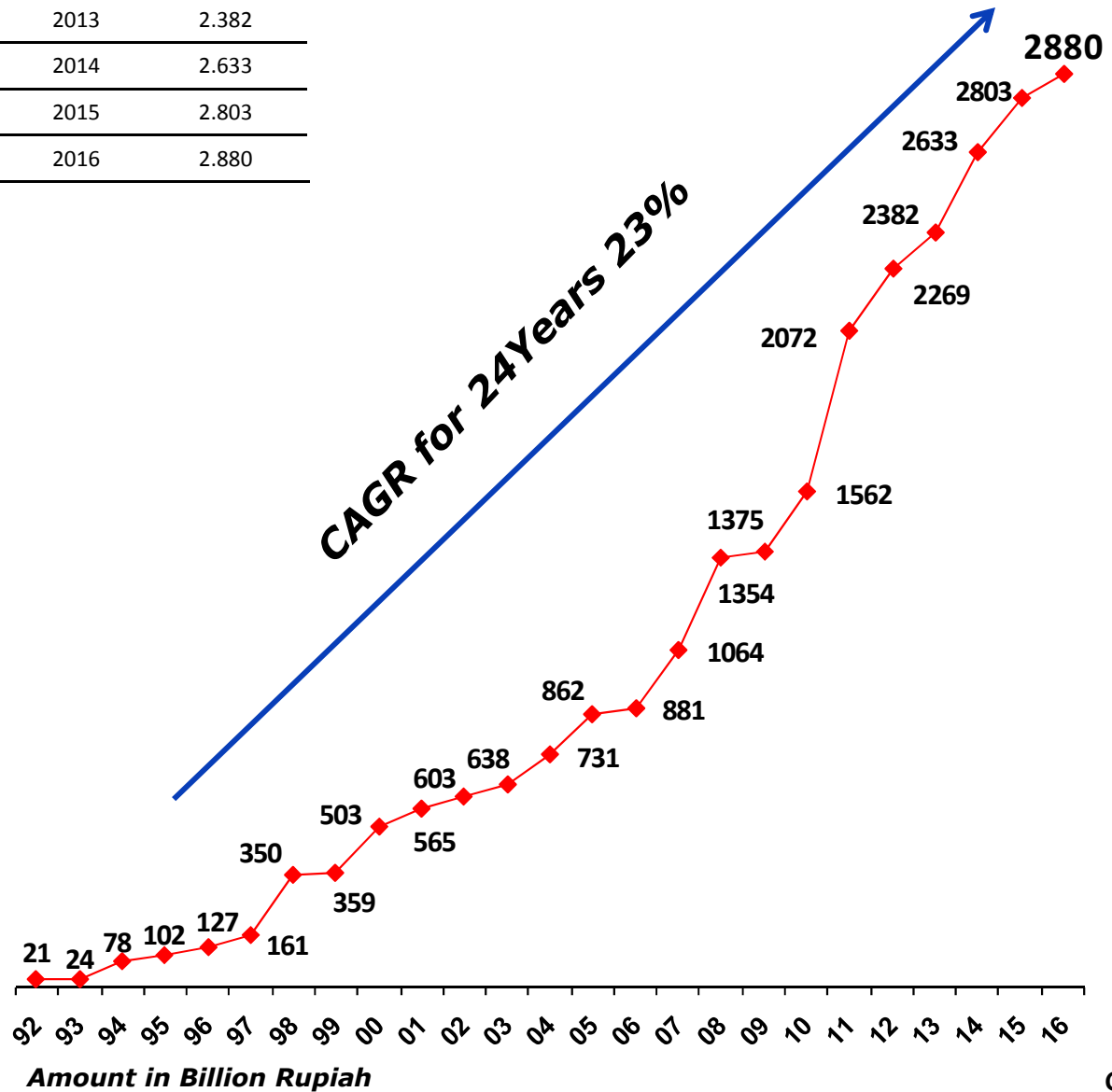
Radiators & Others

- **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)

24 Years Consecutive Sales Growth

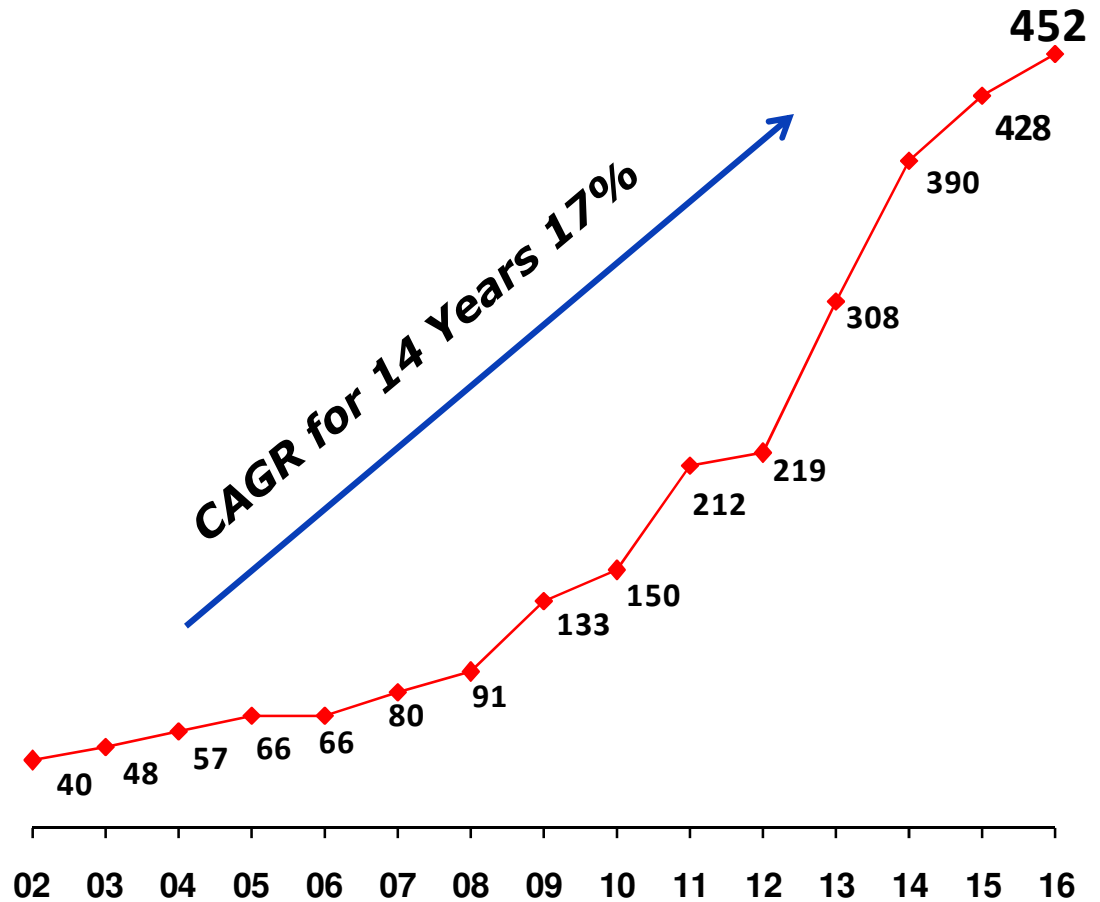
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

No	Year	Net Sales
21	2013	2.382
22	2014	2.633
23	2015	2.803
24	2016	2.880



14 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
14	2016	453

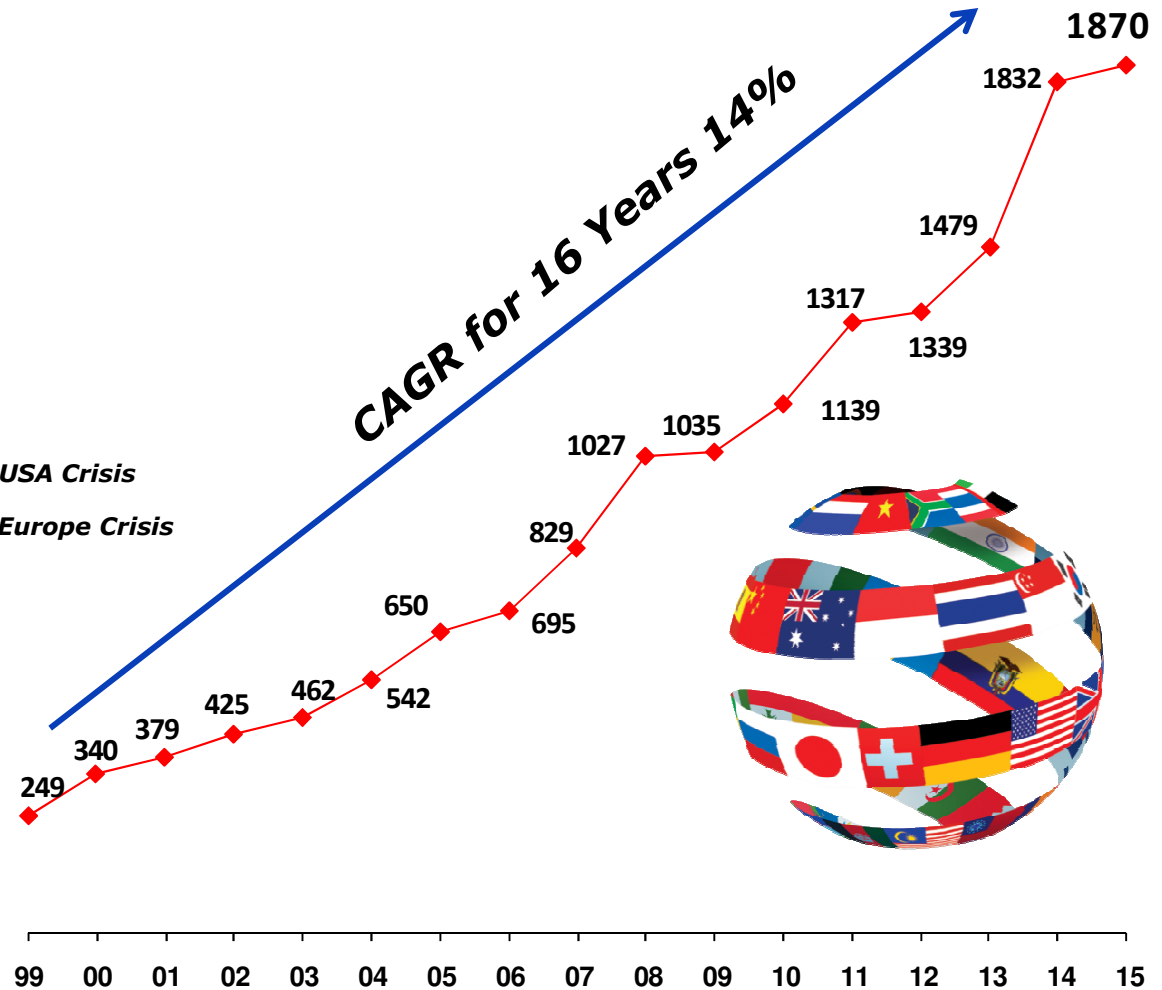


Amount in Billion Rupiah

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

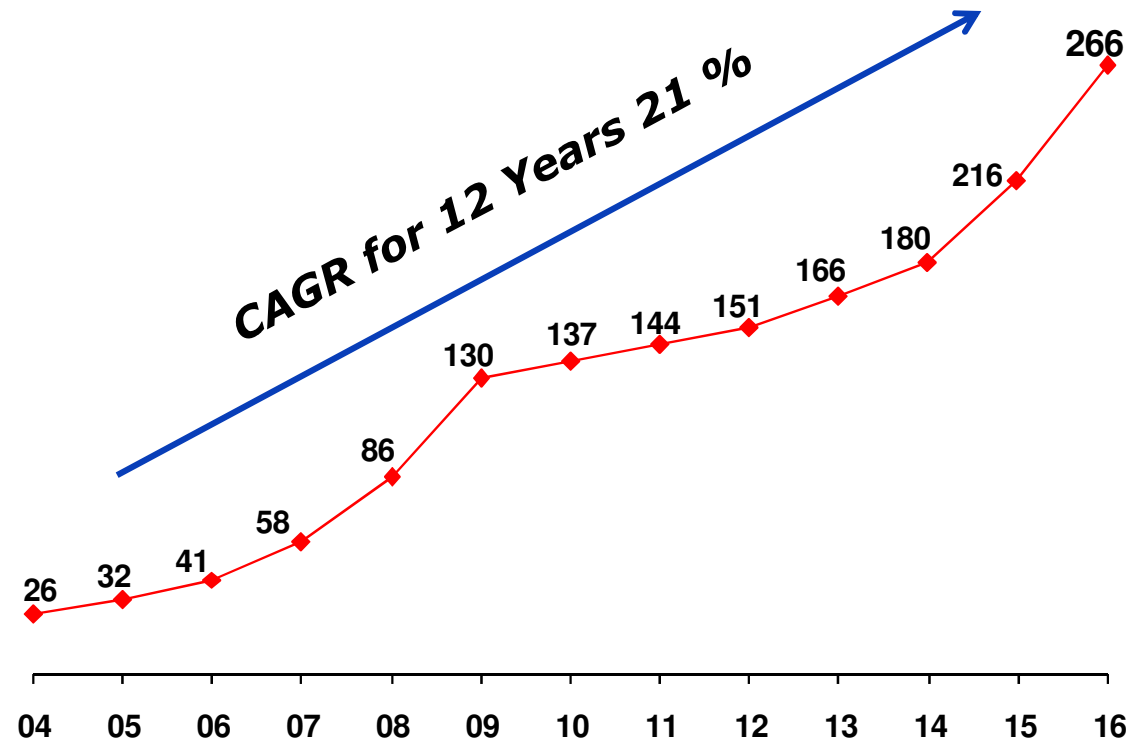


Amount in Billion Rupiah

12 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	71%
8	2012	151,27	219	65%
9	2013	165,56	308	54%
10	2014	179,96	390	46%
11	2015	215,95	428	50%
12	2016	266,34	453	59%
	2017	144*	213	68%

- Paid quarterly dividend since 2016
- Increased annually for 12 years



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 2017 :

Final Dividend For Book Year 2016 : IDR 58 Bio on May 24, 2017

*1st Interim Dividend For Book Year 2017 : IDR 58 Bio on May 30, 2017

*2nd Interim Dividend For Book Year 2017 : IDR 86 Bio on Aug 24, 2017

Summary Performance 1H 2017

	Position as per 30 June 17	Changes
Net Sales	Rp. 1.494 B 	12%
Profit for the Period*	Rp. 213 B 	2%
EPS	Rp. 37 	2%

** Attributable to Owners of the parent entity*

Comparative Financial Highlights

	3 Months Ended		6 Months Ended		Compare Q to Y	
	1H'17	1H'16	1H'17	1H'16	1H'17	2016
Net Sales	737	717	1,494	1,338	1,494	2,880
Gross Profit	214	228	439	419	439	934
Profit for the period attributable to :						
Owners of the parent entity	100	117	213	208	213	453
Non-controlling Interest	13	11	26	20	26	49
Total Assets			2,331	2,133	2,331	2,255
Total Current Assets			1,508	1,306	1,508	1,454
Total Current Liabilities			461	383	461	508
Total Liabilities			634	615	634	675
Equity attributable to :						
Owners of the parent entity			1,486	1,304	1,486	1,378
Non-controlling Interest			211	213	211	202
Earnings per Share	18	20	37	36	37	79

Amount In Billion Rupiah except EPS

Financial Ratio

	6 Months Ended		Compare Q to Y	
	1H'17	1H'16	1H'17	2016
Net Sales Growth	12%			
Total Asset Growth	9%		3%	
Equity Growth *)	14%		8%	
Gross Profit Margin	29%	31%	29%	32%
Profit Margin *)	14%	16%	14%	16%
Return on Assets	10%	11%	10%	22%
Return on Equity *)	14%	16%	14%	33%
Total Debt / Total Assets	27%	29%	27%	30%
Total Debt / Equity	37%	41%	37%	43%
Current Ratio	327%	341%	327%	286%

* Profit for the Period attributable to owners of the parent entity

Sales Performance 1H 2017 (6 Months Ended)

Market	Sales (Rp)				Increase /(Decrease)	
	1H'17	%	1H'16	%	Rp	%
Indonesia	463	31%	376	28%	87	23,19%
Overseas	1,031	69%	963	72%	68	7,09%
Total	1,494	100%	1,338	100%	155	11,61%

Product	Sales (Rp)				Increase /(Decrease)	
	1H'17	%	1H'16	%	Rp	%
Filter	1,079	72%	1,005	75%	74	7,39%
Radiator	161	11%	164	12%	(3)	(2,19%)
Body Maker	91	6%	42	3%	50	120,59%
Trading	368	25%	342	26%	25	7,40%
Others	162	11%	134	10%	28	21,11%
(Elimination)	(368)	(25%)	(348)	(26%)	(19)	(5,55%)
Total	1,494	100%	1,338	100%	155	11,61%

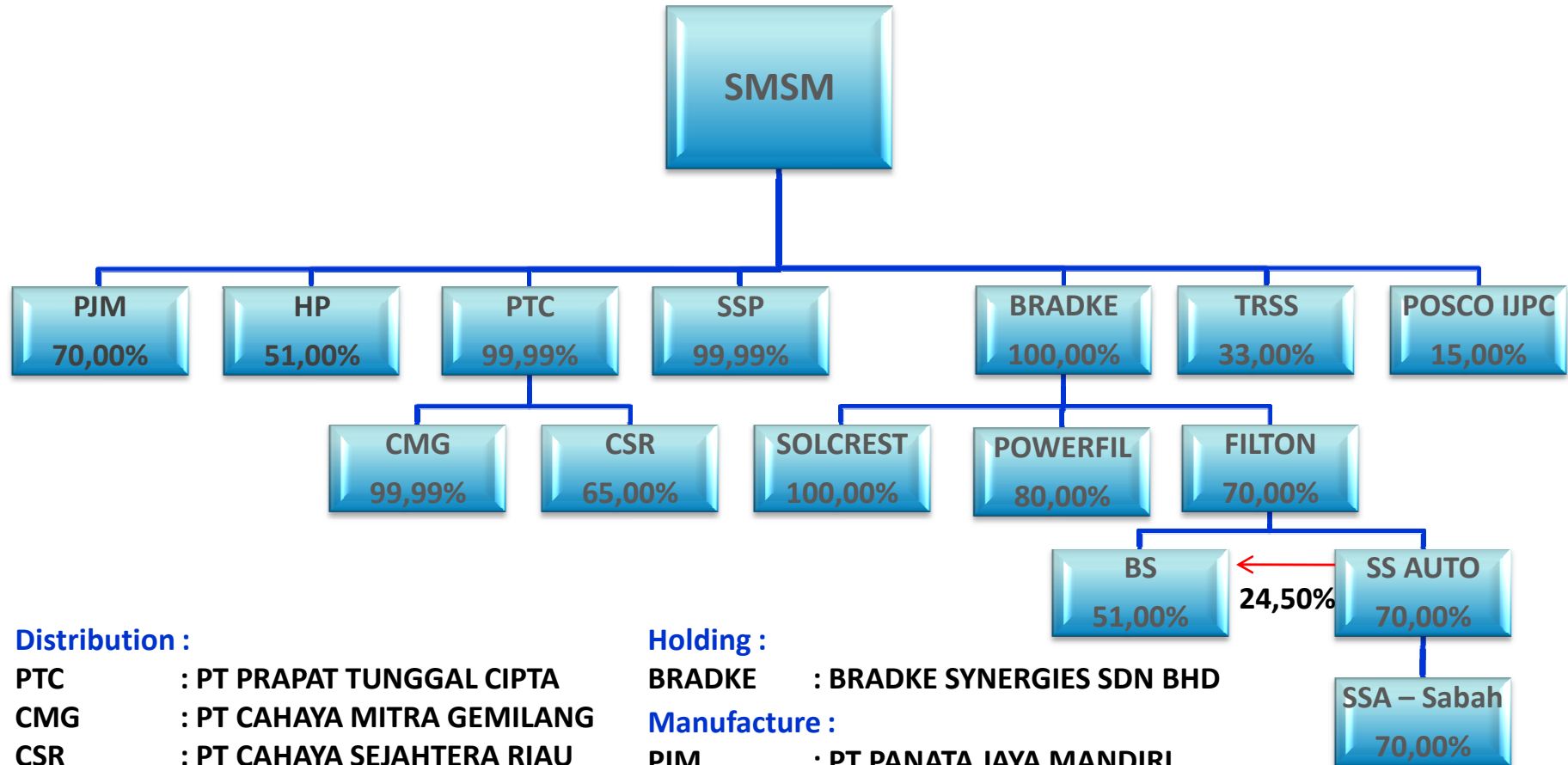
Amount In Billion Rupiah

Sales by Region

Continent	3 Months Ended					6 Months Ended				
	1H 2017		1H 2016		Inc / (Dec)	1H 2017		1H 2016		Inc / (Dec)
	Rp	%	Rp	%		Rp	%	Rp	%	
Indonesia	210	29%	186	26%	12,79%	463	31%	376	28%	23,19%
Asia	288	39%	300	42%	(3,89%)	533	36%	503	38%	5,87%
America	122	17%	119	17%	2,33%	249	17%	231	17%	8,07%
Europe	86	12%	83	12%	3,61%	175	12%	166	12%	5,54%
Australia	21	3%	16	2%	33,24%	54	4%	43	3%	26,20%
Africa	9	1%	12	2%	(26,41%)	20	1%	20	2%	(1,8%)
Total	737	100%	717	100%	2,8%	1,494	100%	1,338	100%	11,61%

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	1H'17(U)	1H'16(U)	2016(A)	2015(A)	2014(A)
Net Sales	344	290	639	587	557
Gross Profit	80	75	161	142	133
Income From Operations	66	61	127	118	112
Profit for the period	49	44	95	88	84
Current Asset	297	262	296	225	215
Total Asset	375	338	373	305	295
Current Liabilities	113	68	109	58	62
Total Liabilities	135	89	130	76	79
Total Equity	239	249	242	229	216

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	1H'17(U)	1H'16(U)	2016(A)	2015(A)	2014(A)
Net Sales	115	60	155	160	185
Gross Profit	22	7	32	18	26
Income From Operations	17	0,8	21	7	14
Profit for the period	12,9	1,2	16	6	12
Current Asset	103	61	87	101	89
Total Asset	179	141	165	184	180
Current Liabilities	26	8	25	19	16
Total Liabilities	39	19	38	29	26
Total Equity	140	122	127	155	154

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	1H'17(U)	1H'16(U)	2016(A)	2015(A)	2014(A)
Net Sales	199	174	363	330	329
Gross Profit	46	34	75	67	67
Income From Operations	25	15	45	39	37
Profit for the period*	19	11	34	28	27
Current Asset	170	163	170	152	169
Total Asset	178	169	177	159	176
Current Liabilities	32	45	47	48	94
Total Liabilities	35	49	51	52	97
Total Equity	142	120	126	107	79

A = Audited

U = Unaudited

** Attributable to Owners of the parent entity*

Amount in Billion Rupiah



PT Selamat Sempana Perkasa – SSP (Subsidiary Company)

- ❑ SMSM owns a 99.9% stake in SSP
- ❑ manufacturers rubber O-rings, polyurethanes, and plastisol adhesives for automotive industries

Financial Highlights	1H'17(U)	1H'16(U)	2016(A)	2015(A)	2014(A)
Net Sales	97	84	195	184	183
Gross Profit	13	13	34	27	27
Income From Operations	10	10	29	23	22
Profit for the period	8	8	22	17	16
Current Asset	63	59	66	48	44
Total Asset	83	80	88	69	68
Current Liabilities	16	18	24	13	13
Total Liabilities	20	21	28	16	16
Total Equity	64	58	60	53	51

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	1H'17 (U)	1H'16 (U)	2016 (A)	2015 (A)
Net Sales	62,9	60,62	125	116
Gross Profit	23,8	23,53	49	43
Income From Operations	8,9	9,6	20	17
Profit for the period*	4,6	5,1	10	8
Current Asset	72,9	66,1	72	66
Total Asset	130,8	120,5	128	121
Current Liabilities	26,9	25,6	31	27
Total Liabilities	41,6	40,8	45	42
Total Equity	89,2	79,6	83	79

A = Audited
U = Unaudited

** Attributable to Owners of the parent entity*

Amount in Million Ringgit Malaysia

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	1H'17 (U)	1H'16 (U)	2016 (A)	2015 (A)	2014 (A)
Net Sales	41,7	34,2	75,18	68,67	69,34
Gross Profit	1,9	5,7	9,28	(0,10)	3,34
Profit for the period	0,2	5,0	5,05	(7,06)	(1,12)
Asset	65,8	52,8	58,08	60,33	82,47
Liabilities	52,6	39,8	45,03	52,33	67,42
Equity	13,3	13,1	13,05	7,99	15,06

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	1H'17 (U)	1H'16 (U)	2016 (U) Jan-Dec	2015 (U) Jan-Dec
Net Sales	38,2	45,6	84,85	74,79
Gross Profit	9,8	9,0	19,42	15,27
Profit for the period	4,2	2,8	7,61	5,64
Asset	73,9	78,4	67,04	77,45
Liabilities	10,1	22,6	7,38	24,70
Equity	63,8	55,8	59,67	52,75

Amount in Billion IDR

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

Achievement 2017

Month	Description
March	Special Mention for Strong Growth in Stock and Financial Performance in Miscellaneous Industry" at Indonesia Investment Award 2017
April	Top-50 MidCap Public Listed Companies and The Best Equitable Treatment of Shareholders in the IICD CG Appreciation 2017
May	<ul style="list-style-type: none">• Best Listed Company 2017 in "Diversified Manufacturing Sector “ from Investor Magazine• The Best Vendor Contribution for Automobile Parts 2016 from PT Suzuki Indomobil Motor.• The Best Vendor Performance 2016 from PT Suzuki Indomobil Motor

Thank You

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