



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



**Indonesia Investor Conference 2017**

**Mandarin Oriental Hotel**

**09 May 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

# 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



**RADIATOR**



**DUMP HOIST**



**COOLANT**



**BRAKE PARTS**

## List of OEM/OES

- BEI BEN
- CARRIER
- CASE NEW HOLLAND
- CATERPILLAR
- CHERY
- CHEVROLET
- CMC
- DAIHATSU
- FOTON
- GEHL
- GREATWALL
- HINO
- HITACHI
- HONDA
- HUPPENKOTHEN
- HYUNDAI
- IHI
- ISEKI
- ISUZU
- JCB
- KIA
- KOBELCO
- KOMATSU
- KUBOTA
- LINDE
- LONKING
- MAN
- MANITOU
- MAZDA
- MITSUBISHI
- NISSAN
- SDE
- SHAN TUI
- SUMITOMO
- SUZUKI
- TAKEUCHI
- TCM
- TCIM
- TEREX
- TOYOTA
- UD TRUCKS
- 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)

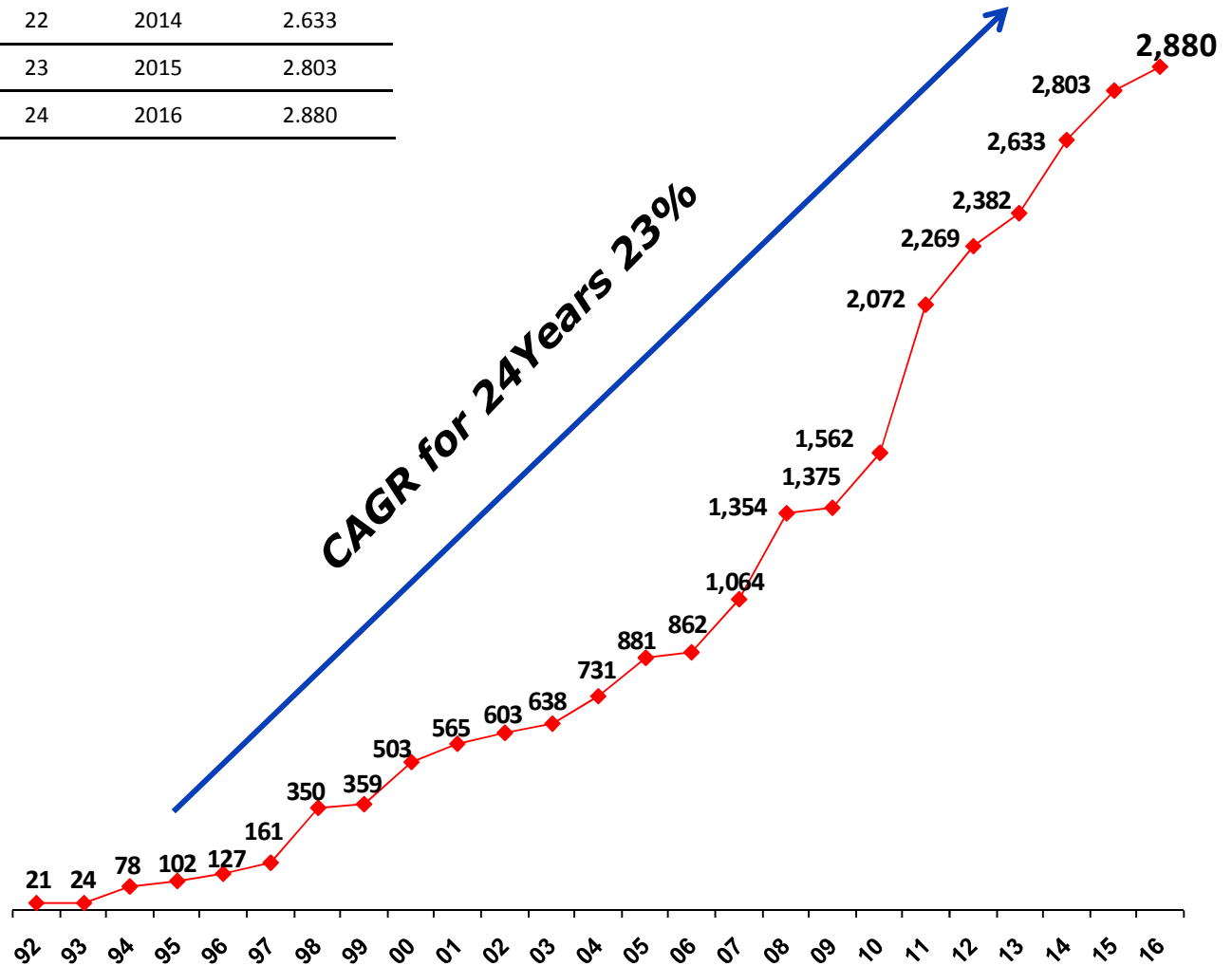
## Radiators & Others

- **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

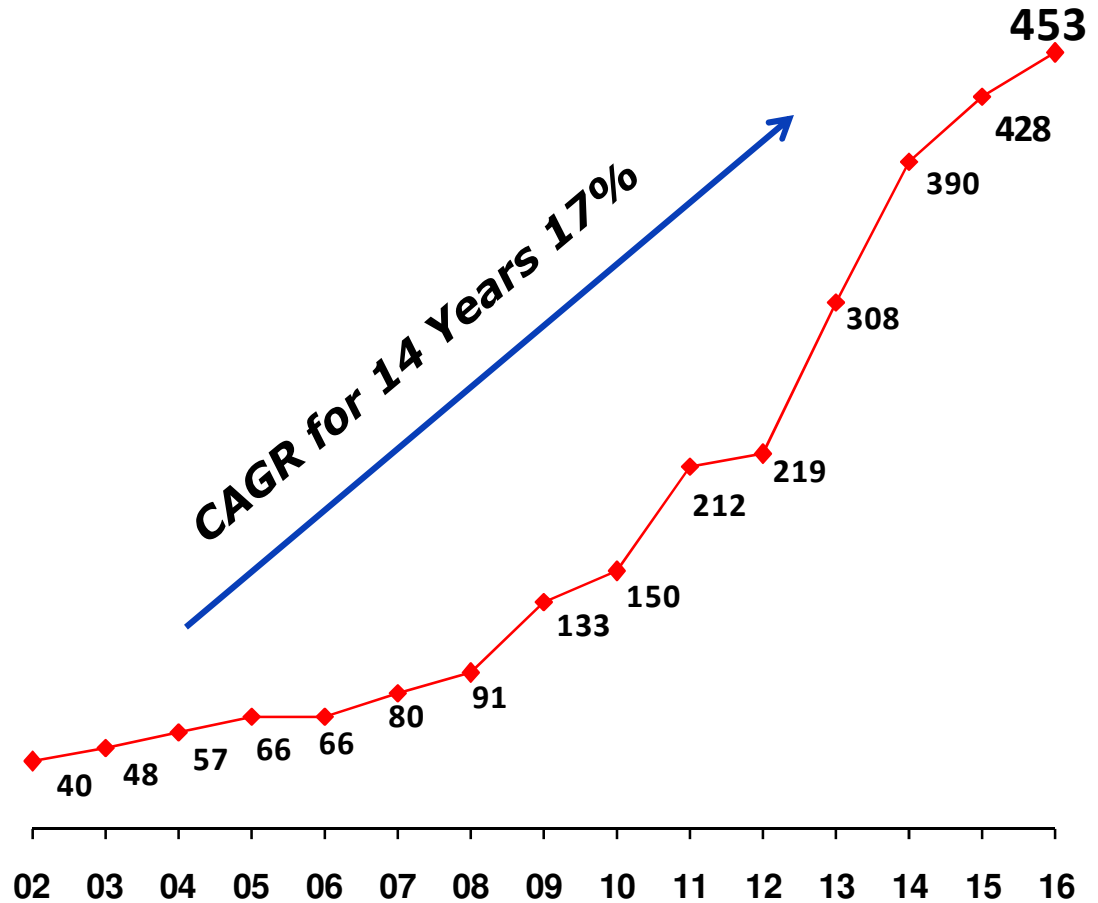
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

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

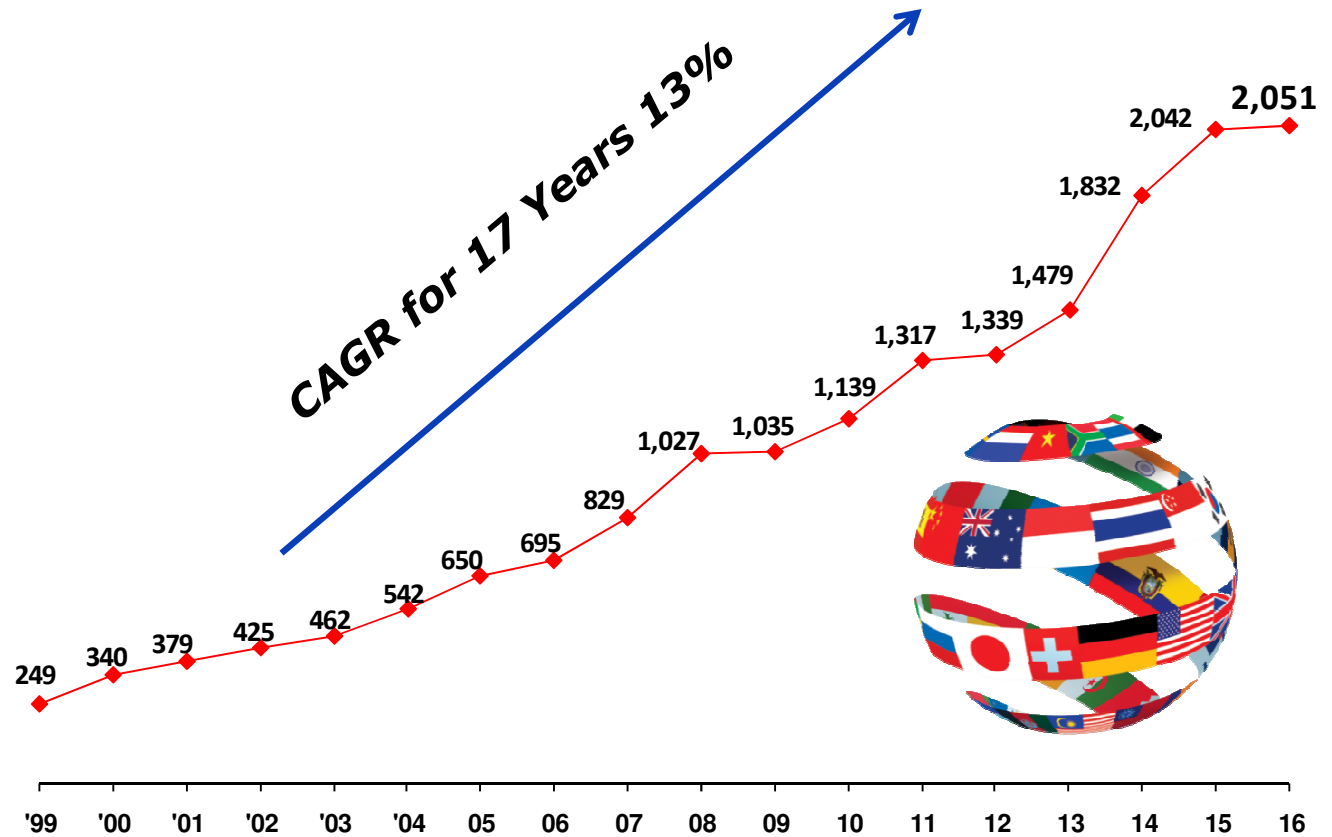


Amount in Billion Rupiah



# 17 Years Consecutive Export Sales Growth

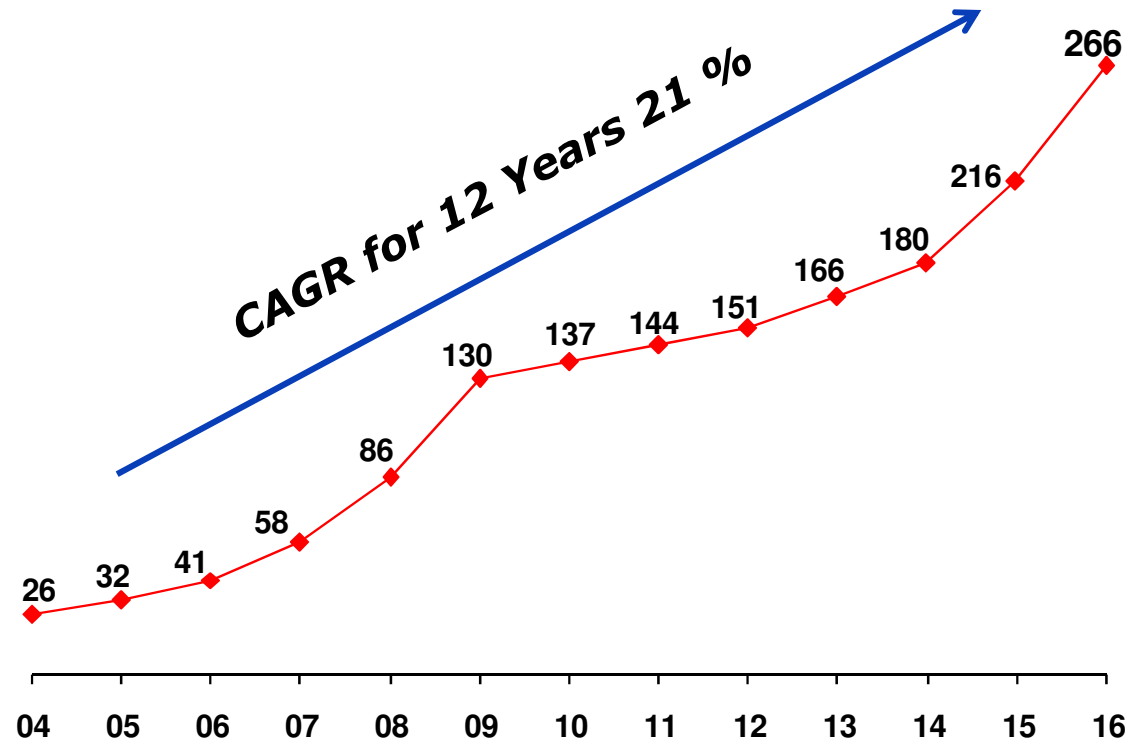
No	Year	Export Sales
	1999	249
1	2000	340
2	2001	379
3	2002	425
4	2003	462
5	2004	542
6	2005	650
7	2006	695
8	2007	829
9	2008	1.027
10	2009	1.035
11	2010	1.139
12	2011	1.317
13	2012	1.339
14	2013	1.479
15	2014	1.832
16	2015	2.042
17	2016	2.051



**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%
	<b>2017</b>	57,59*	122	51%



## Dividend Distribution on year 2017 :

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




**\*1<sup>st</sup> Interim Dividend For Book Year 2017 : IDR 58 Bio on May 30, 2017**

## 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 Q1 2017

	Position as per 31 Mar' 17		Changes
<b>Net Sales</b>	Rp. 757 B		22%
<b>Net Income*</b>	Rp. 112 B		22%
<b>EPS</b>	Rp. 19		22%

*\* attributable to Owners of the parent entity*

## Comparative Financial Highlights

Financial Highlights	Compare Q to Q		Compare Q to Y	
	Q1'17	Q1'16	Q1'17	2016
Net Sales	757	622	757	2,880
Gross Profit	225	191	225	934
Income From Operations	165	133	165	668
Profit for the year attributable to :				
Owners of the parent entity	112	92	112	453
Non-controlling Interest	13	9	13	49
Total Assets	2,286	2,209	2,286	2,255
Total Current Assets	1,471	1,371	1,471	1,454
Total Liabilities	576	663	576	675
Total Current Liabilities	405	368	405	508
Equity attributable to :				
Owners of the parent entity	1,495	1,316	1,495	1,378
Non-controlling Interest	215	231	215	202
Earnings per Share	19	16	19	79

**Amount In Billion Rupiah except EPS**

## Financial Ratio

	Compare Q to Q		Compare Q to Y	
	Q1'17	Q1'16	Q1'17	2016
Net Sales Growth	22%			
Total Asset Growth	3%		1%	
Equity Growth *)	14%		8%	
Gross Profit Margin	30%	31%	30%	32%
Operating Profit Margin	22%	21%	22%	23%
Net Income Margin *)	15%	15%	15%	16%
Return on Assets	5%	5%	5%	22%
Return on Equity *)	8%	7%	8%	33%
Total Debt / Total Assets	25%	30%	25%	30%
Total Debt / Equity	34%	43%	34%	43%
Current Ratio	363%	373%	363%	286%

*\* Attributable to Owners of the parent entity*

## Sales Performance Q1 2017

Market	Sales (Rp)				Increase /(Decrease)	
	Q1'17	%	Q1'16	%	Rp	%
Indonesia	252	33%	189	30%	63	33,43%
Overseas	505	67%	433	70%	72	16,65%
<b>Total</b>	<b>757</b>	<b>100%</b>	<b>622</b>	<b>100%</b>	<b>135</b>	<b>21,75%</b>

Product	Sales (Rp)				Increase /(Decrease)	
	Q1'17	%	Q1'16	%	Rp	%
Filter	544	72%	458	74%	86	18,80%
Radiator	83	11%	79	13%	4	5,18%
Body Maker	49	7%	19	3%	30	155,18%
Trading	188	25%	166	27%	22	13,07%
Others	80	11%	64	10%	16	24,71%
<b>(Elimination)</b>	<b>(188)</b>	<b>(25%)</b>	<b>(166)</b>	<b>(27%)</b>	<b>(23)</b>	<b>(13,72%)</b>
<b>Total</b>	<b>757</b>	<b>100%</b>	<b>622</b>	<b>100%</b>	<b>135</b>	<b>21,75%</b>

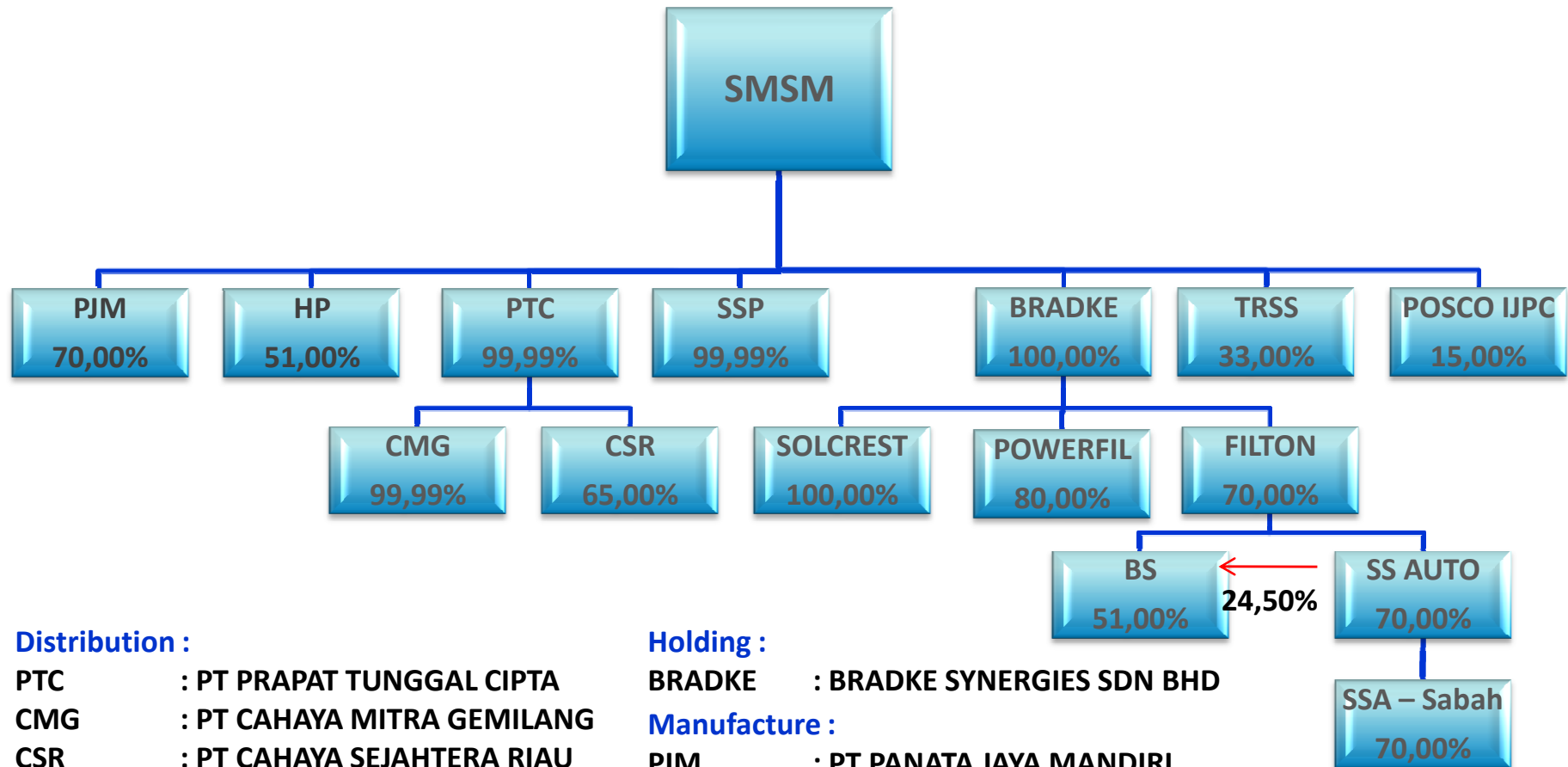
*Amount In Billion Rupiah*

## Sales by Region

REGION	Q1'17		Q1'16		Inc / (Dec)
	Rp	%	Rp	%	
Indonesia	252	33%	189	30%	33,43%
Asia	245	32%	204	33%	20,24%
America	127	17%	111	18%	14,22%
Europe	89	12%	83	13%	7,49%
Australia	33	4%	27	4%	22,08%
Africa	11	1%	8	1%	34,75%
<b>Total</b>	<b>757</b>	<b>100%</b>	<b>622</b>	<b>100%</b>	<b>21,75%</b>

*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	Q1'17(U)	Q1'16(U)	2016(A)	2015(A)	2014(A)
Net Sales	171	142	639	587	557
Gross Profit	44	39	161	142	133
Income From Operations	35	31	127	118	112
Net Income	26	21	95	88	84
Current Asset	298	251	296	225	215
Total Asset	372	328	373	305	295
Current Liabilities	82	59	109	58	62
Total Liabilities	104	78	130	76	79
Total Equity	268	250	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	Q1'17(U)	Q1'16(U)	2016(A)	2015(A)	2014(A)
Net Sales	59	28	155	160	185
Gross Profit	11	3	32	18	26
Income From Operations	9	(0,7)	21	7	14
Net Income	7	(0,3)	16	6	12
Current Asset	93	92	87	101	89
Total Asset	170	174	165	184	180
Current Liabilities	23	9	25	19	16
Total Liabilities	36	19	38	29	26
Total Equity	134	155	127	155	154

**Amount in Billion Rupiah**

**A = Audited**

**U = UnAudited**



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## 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	Q1'17(U)	Q1'16(U)	2016(A)	2015(A)	2014(A)
Net Sales	106	88	363	330	329
Gross Profit	24	17	75	67	67
Income From Operations	15	9	45	39	37
Net Income*	12	7	34	28	27
Current Asset	174	161	170	152	169
Total Asset	182	168	177	159	176
Current Liabilities	40	49	47	48	94
Total Liabilities	44	53	51	52	97
Total Equity	138	115	126	107	79

**Amount in Billion Rupiah**

**A = Audited  
U = UnAudited**

**\* Attributable to Owners of the parent entity**



## 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	Q1'17(U)	Q1'16(U)	2016(A)	2015(A)	2014(A)
Net Sales	49	40	195	184	183
Gross Profit	8	6	34	27	27
Income From Operations	6	4	29	23	22
Net Income	5	3	22	17	16
Current Asset	71	51	66	48	44
Total Asset	93	71	88	69	68
Current Liabilities	23	12	24	13	13
Total Liabilities	27	15	28	16	16
Total Equity	65	56	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	Q1'17 (U)	Q1'16 (U)	2016 (A)	2015 (A)
Net Sales	31	28	125	116
Gross Profit	12	11	49	43
Income From Operations	4	4	20	17
Net Income*	3	2	10	8
Current Asset	72	66	72	66
Total Asset	131	120	128	121
Current Liabilities	29	25	31	27
Total Liabilities	44	39	45	42
Total Equity	87	81	83	79

*Amount in Million Ringgit Malaysia*

*A = Audited  
U = UnAudited*

*\* Attributable to Owners of the parent entity*

## 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	Q1'17 (U)	Q1'16 (U)	2016 (A)	2015 (A)	2014 (A)
Net Sales	20,4	15,97	75,18	68,67	69,34
Gross Profit	1,20	2,06	9,28	(0,10)	3,34
Net Income (Loss)	0,46	1,79	5,05	(7,06)	(1,12)
Asset	60,06	55,25	58,08	60,33	82,47
Liabilities	46,55	45,47	45,03	52,33	67,42
Equity	13,51	9,80	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	Q1'17	Q1'16	2016 (U) Jan-Dec	2015 (U) Jan-Dec
Net Sales	17,67	18,95	84,85	74,79
Gross Profit	4,25	3,58	19,42	15,27
Net Income	0,58	0,71	7,61	5,64
Asset	67,54	82,48	67,04	77,45
Liabilities	7,29	28,88	7,38	24,70
Equity	60,25	53,60	59,67	52,75

**Amount in Billion IDR**

**U = Unaudited [01 Jan – 31 Dec]  
TRSS' Fiscal Year [01 April – 31 March]**

# 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

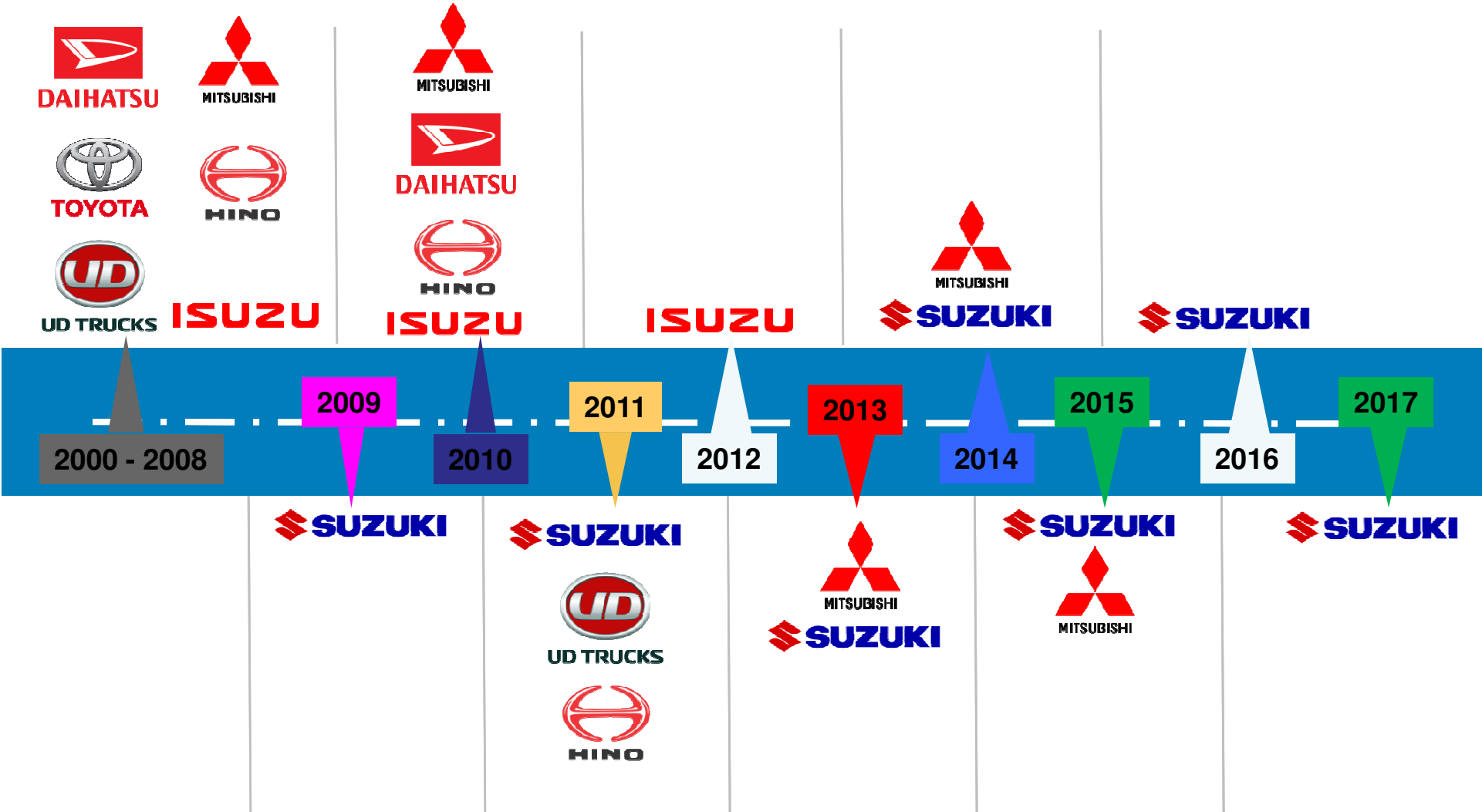


# Achievement for the Automotive Division & Brand 2009 - 2016



<p><b>2009</b></p>	<p><b>2010</b></p>	<p><b>2011</b></p>	<p><b>2012</b></p>	<p><b>2013</b></p>	<p><b>2014</b></p>	<p><b>2015</b></p>	<p><b>2016</b></p>	<p><b>2017</b></p>
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# Appreciation from OEM/OES



# Thank You

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