

## Investor Relations

### 1H 2021 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



# List of OEM/OES

- ATLAS COPCO
- BEIBEN
- BELL
- CARRIER
- CASE NEW HOLLAND
- CHEVROLET
- CLARK
- DAIHATSU
- DOOSAN
- FOTON
- FUSO
- HINO
- HITACHI
- HONDA
- HYSTER
- HYUNDAI
- IHI
- ISEKI
- ISUZU
- KIA
- KOBELCO
- KOHLER
- KUBOTA
- LIEBHERR
- LINDE
- MAN
- MANITOU
- MAZDA
- MITSUBISHI
- NISSAN
- SUMITOMO
- SUZUKI
- TAKEUCHI
- TCM
- TEREX
- TOYOTA
- UD TRUCKS
- VOLVO
- YALE
- YANMAR
- etc

# 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)

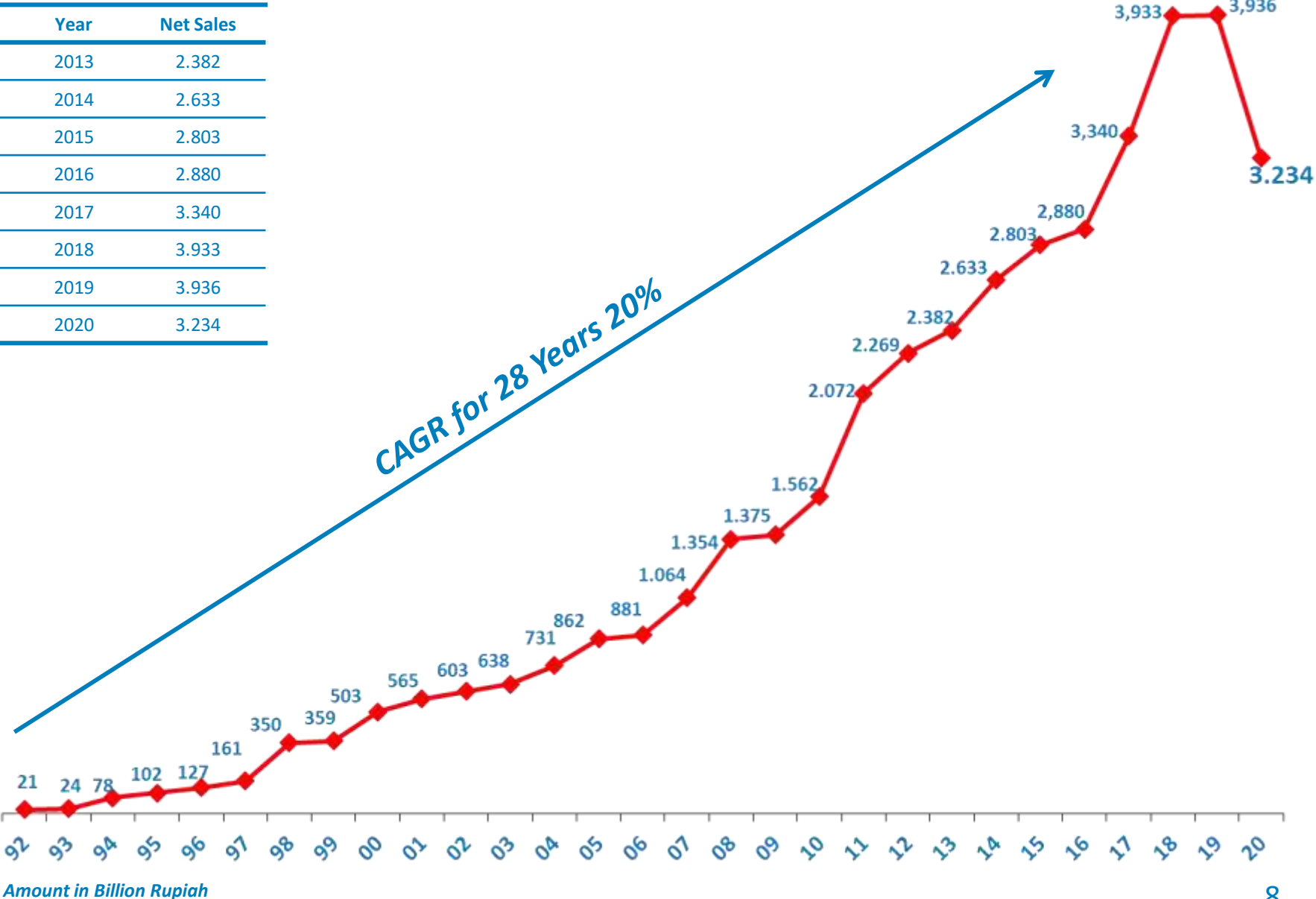
## Radiators & Others

- **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)

# 28 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

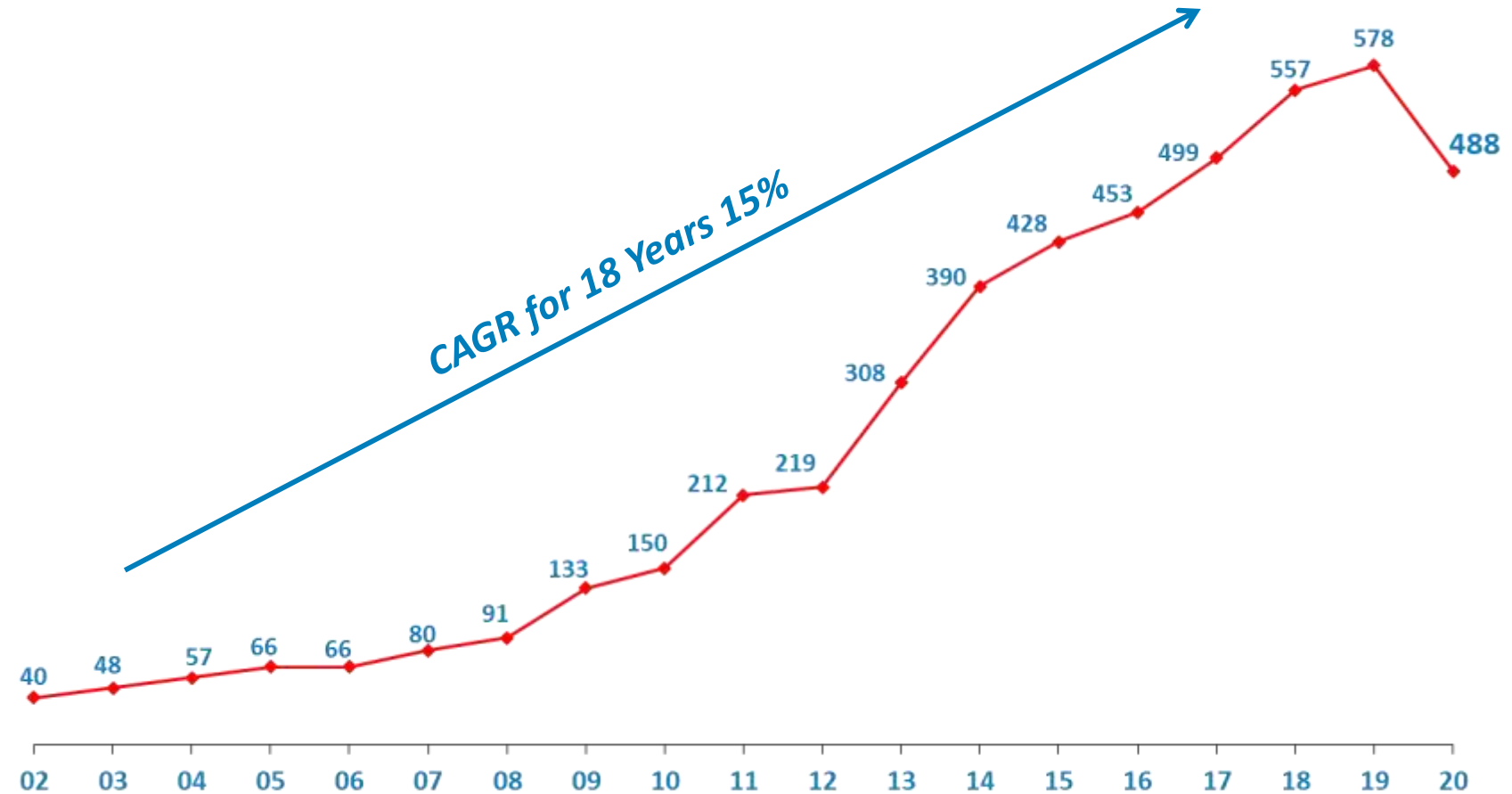
No	Year	Net Sales
21	2013	2.382
22	2014	2.633
23	2015	2.803
24	2016	2.880
25	2017	3.340
26	2018	3.933
27	2019	3.936
28	2020	3.234





# 18 Years of CAGR 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
15	2017	499
16	2018	557
17	2019	578
18	2020	488



Amount in Billion Rupiah

\*) Net income is profit for the year attributable to owners of the parent entity.

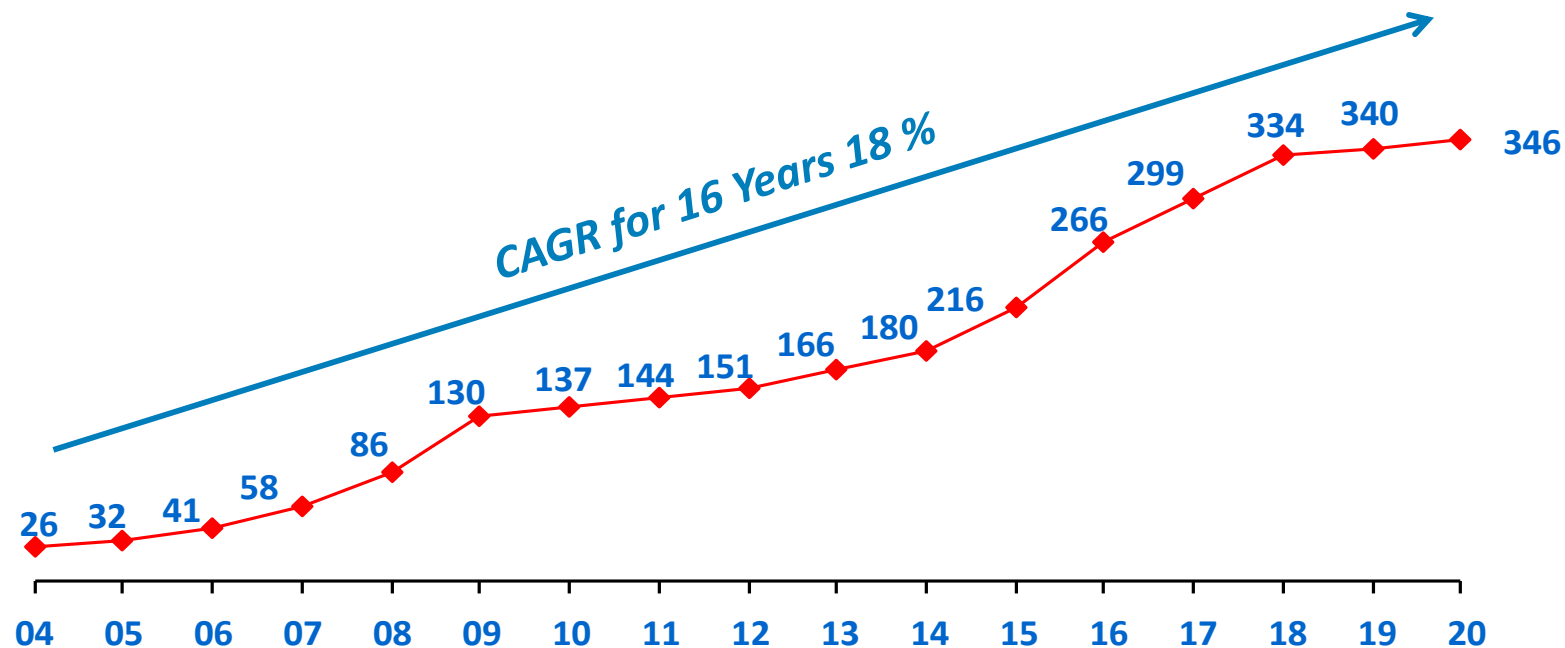
# 16 Years Consecutive Dividend Payment Growth

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%
13	2017	299,45	499	60%
14	2018	334,00	557	60%
15	2019	340,00	578	59%
16	2020	346,00	488	71%
	2021	172,74 <sup>*)</sup>	314	55%

**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%.

- Paid quarterly dividend since 2016
- Increased annually for 16 years






## Dividend Distribution within year 2021 :

Final Dividend For 2020 Financial Year : IDR 115 Bio on July 15, 2021

<sup>\*)</sup> 1<sup>st</sup> Interim Dividend For 2021 Financial Year : IDR 58 Bio on June 24, 2021

<sup>\*)</sup> 2<sup>nd</sup> Interim Dividend For 2021 Financial Year : IDR 115 Bio on August 25, 2021

# Summary Performance 1H 2021

	6 Months ended 30 June 2021		Changes
Net Sales	IDR 1.970 T		35%
Profit for the Period*	IDR 314 B		55%
EPS	IDR 55		55%

*\* attributable to owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	6 Months Ended			Compare Q to Y	
	1H 2021	1H 2020	1H 2019*	1H 2021	2020
Net Sales	1,970	1,464	1,772	1,970	3,234
Gross Profit	628	438	501	628	1,037
Income from Operation	444	296	333	444	693
Profit for the period attributable to:					
Owners of the parent entity	314	203	234	314	488
Non-controlling interests	35	22	24	35	51
Current Asset	2,851	2,288	1,841	2,851	2,295
Total Asset	3,972	3,367	2,799	3,972	3,376
Current Liabilities	804	422	384	804	398
Total Liabilities	1,157	717	574	1,157	727
Equity attributable to :					
Owners of the parent	2,428	2,281	1,932	2,428	2,274
Non-controlling Interests	387	368	293	387	374
EPS	55	35	41	55	85

# Financial Ratio

Financial Ratio	Compare Q to Q			Compare Q to Y	
	1H 2021	1H 2020	1H 2019*	1H 2021	2020
Net Sales Growth	35%				
Total Asset Growth	18%			18%	
Total Equity Growth	6%			6%	
Gross Profit Margin	32%	30%	28%	32%	32%
Operating Margin	23%	20%	19%	23%	21%
Profit Margin**	16%	14%	13%	16%	15%
Return on Assets	9%	7%	9%	9%	16%
Return on Equity	12%	8%	12%	12%	20%
Total Debt / Total Assets	29%	21%	21%	29%	22%
Total Debt / Total Equity	41%	27%	26%	41%	27%
Current Ratio	354%	542%	479%	354%	576%





## Sales Performance 1H 2021 (6 Months Ended)

Market	Sales (IDR)				Increase / (Decrease)	
	1H 2021	%	1H 2020	%	IDR	%
Indonesia	631	32%	470	32%	161	34%
Overseas	1,339	68%	994	68%	345	35%
<b>Total</b>	<b>1,970</b>	<b>100%</b>	<b>1,464</b>	<b>100%</b>	<b>506</b>	<b>35%</b>

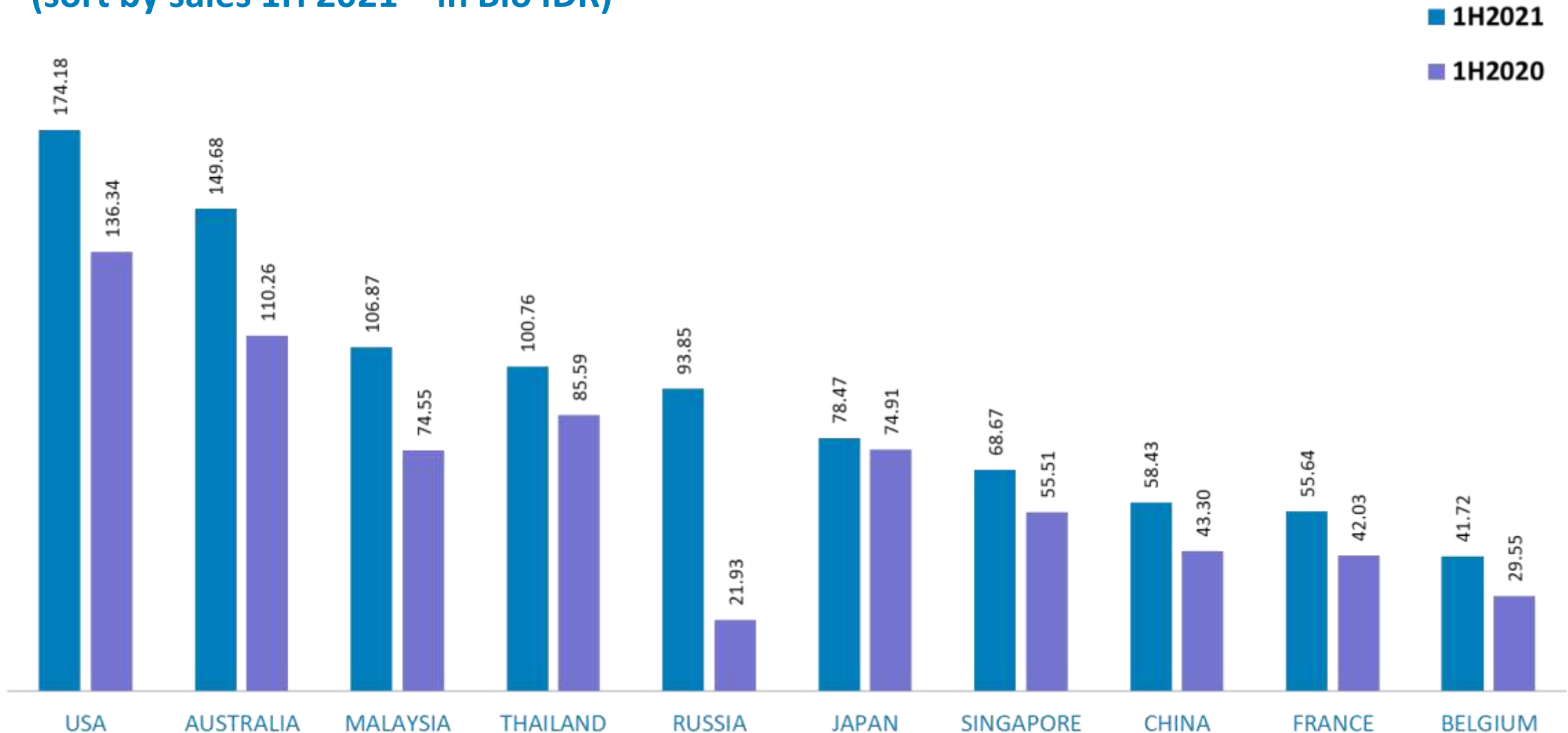
Product	Sales (IDR)				Increase / (Decrease)	
	1H 2021	%	1H 2020	%	IDR	%
Filter	1,443	73%	1,100	75%	343	31%
Radiator	222	11%	145	10%	77	53%
Body Maker	97	5%	45	3%	52	116%
Trading	592	30%	449	31%	143	32%
Others	197	10%	151	10%	46	30%
(Elimination)	(581)	(29%)	(426)	(29%)	(155)	36%
<b>Total</b>	<b>1,970</b>	<b>100%</b>	<b>1,464</b>	<b>100%</b>	<b>506</b>	<b>35%</b>

## Sales by Geographical

Geographical	1H 2021		1H 2020		Inc / (Dec)
	IDR	%	IDR	%	
Indonesia	631	32%	470	32%	34%
Overseas					
Asia	554	28%	443	30%	25%
America	291	15%	221	15%	32%
Europe	287	14%	173	12%	66%
Australia	174	9%	127	9%	37%
Africa	33	2%	30	2%	10%
<b>Total</b>	<b>1970</b>	<b>100%</b>	<b>1,464</b>	<b>100%</b>	<b>35%</b>

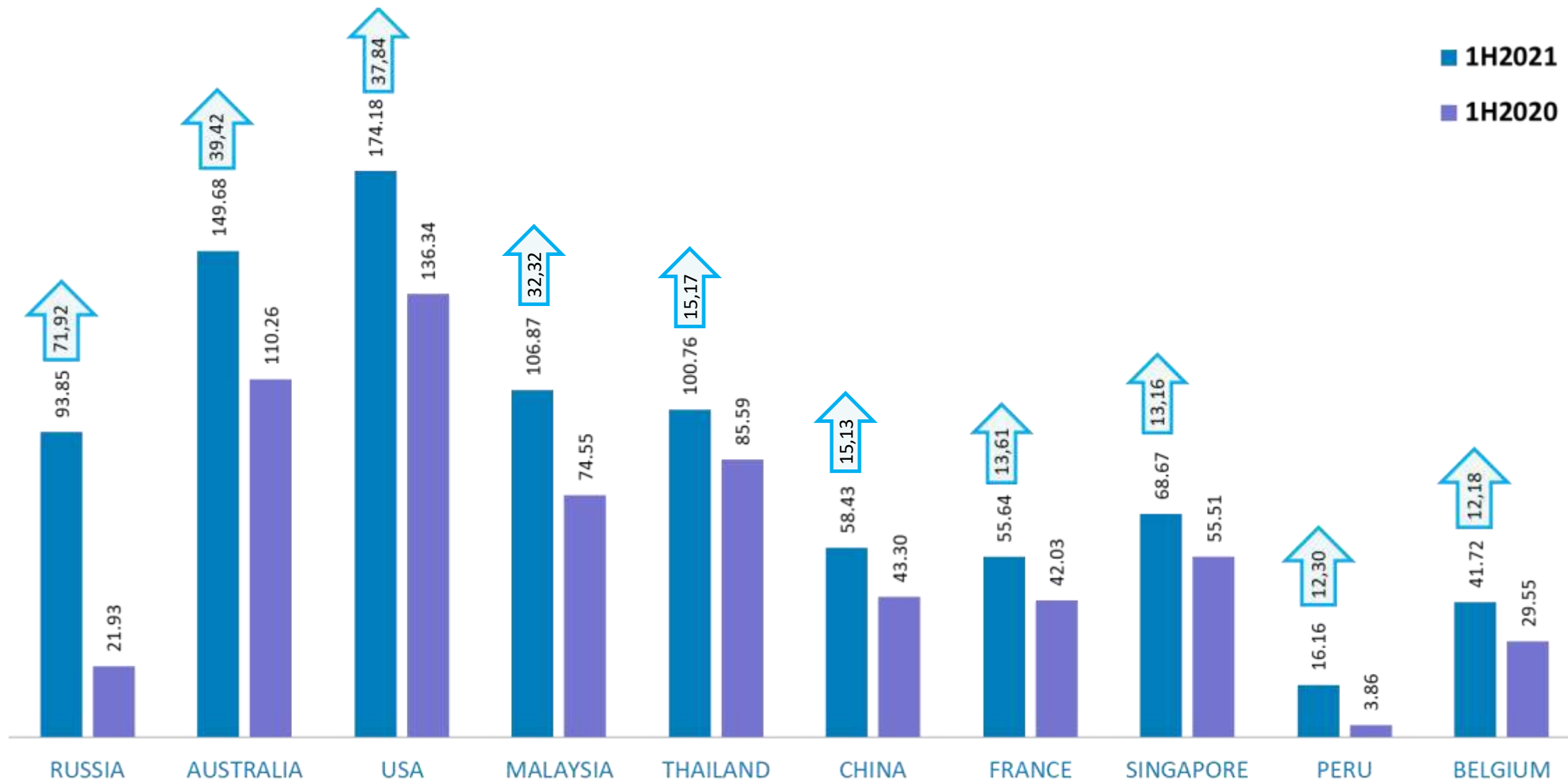
# Top 10 Export Destinations by Countries

(sort by sales 1H 2021 – in Bio IDR)

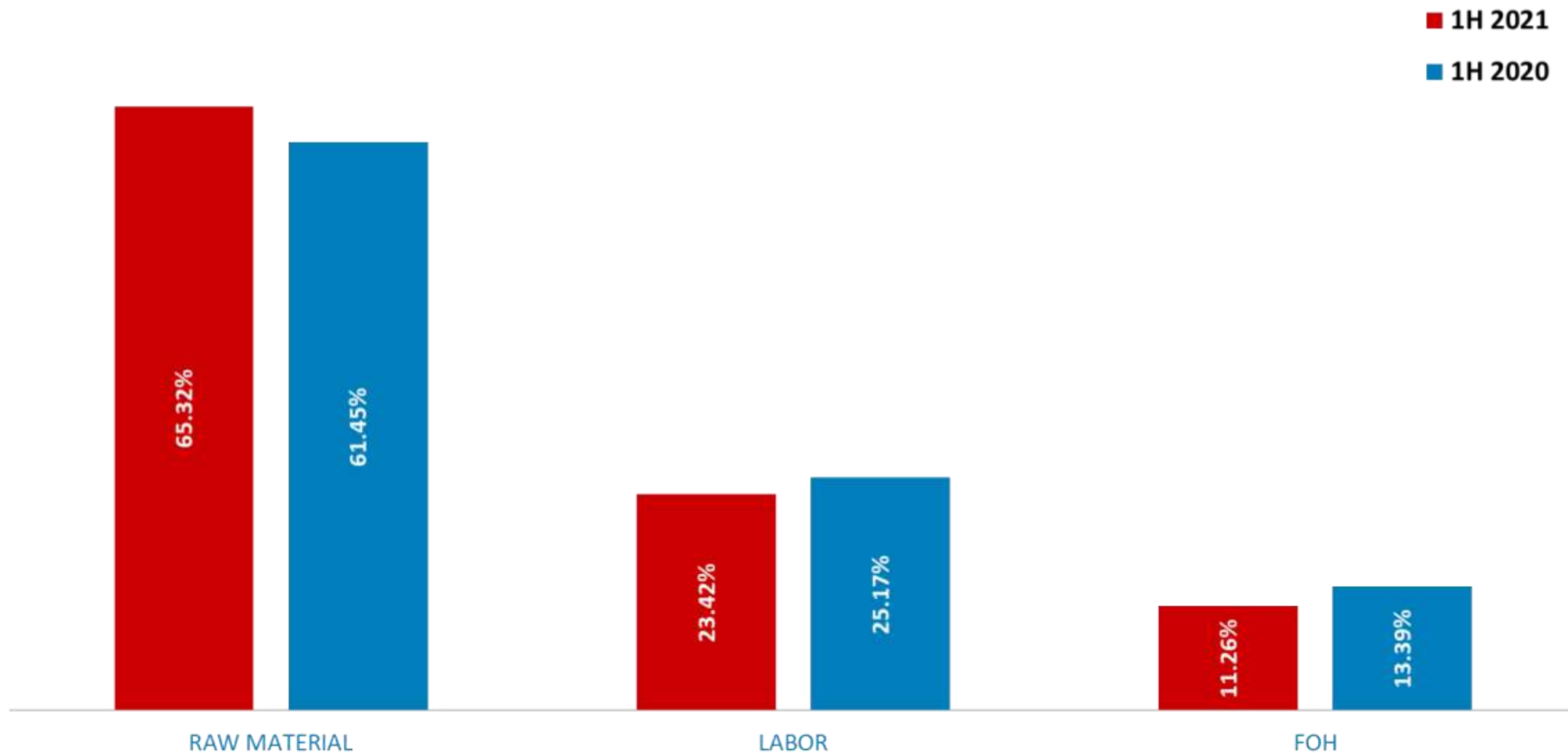


# Top 10 Export Destinations by Countries

(sort by increment of sales 1H 2021 – in Bio IDR)

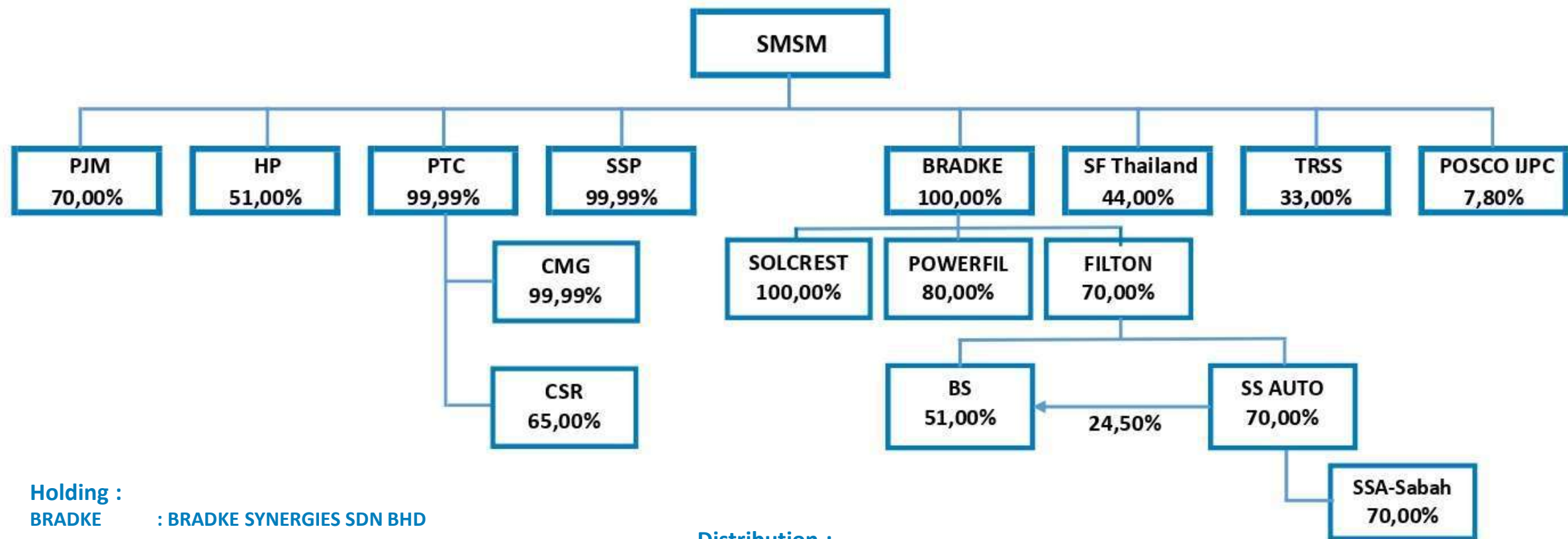


# Manufacturing Cost Compositions





# Structure of Company with the Subsidiaries and Associates



**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

**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  
SF Thailand : SURE FILTER THAILAND CO., LTD

# **PJM** PT Panata Jaya Mandiri – PJM (Subsidiary Company)

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

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2021 (U)	1H 2020 (U)		1H 2021 (U)	2020 (A)
Net Sales	442	366	21%	442	757
Gross Profit	90	97	(7%)	90	198
Operating Profit	76	82	(7%)	76	158
Profit for The Period	60	63	(4%)	60	122
Total Current Assets	564	460	22%	564	481
Total Assets	694	590	18%	694	612
Total Current Liabilities	166	70	136%	166	90
Total Liabilities	225	118	91%	225	152
Total Equity	469	472	(1%)	469	460



## 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	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2021 (U)	1H 2020 (U)		1H 2021 (U)	2020 (A)
Net Sales	117	65	80%	117	120
Gross Profit	16	(1)	2,197%	16	5
Operating Profit	10	(7)	242%	10	(4)
Profit for The Period	8	(8)	197%	8	(3)
Total Current Assets	200	140	43%	200	146
Total Assets	284	224	27%	284	235
Total Current Liabilities	53	6	731%	53	10
Total Liabilities	75	29	161%	75	34
Total Equity	209	195	7%	209	201



## 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	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2021 (U)	1H 2020 (U)		1H 2021 (U)	2020 (A)
Net Sales	294	229	29%	294	496
Gross Profit	70	49	44%	70	102
Operating Profit	38	27	43%	38	57
Profit for The Period*	30	20	47%	30	42
Total Current Assets	320	251	27%	320	291
Total Assets	357	286	25%	357	330
Total Current Liabilities	87	49	78%	87	73
Total Liabilities	114	72	60%	114	102
Total Equity	242	214	13%	242	228



## PT Selamat Sempurna Perkasa – SSP (Subsidiary Company)

- ❑ SMSM owns a 99.99% stake in SSP
- ❑ manufacturers rubber O-rings, polyurethanes, and plastisol adhesives for automotive industries

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2021 (U)	1H 2020 (U)		1H 2021 (U)	2020 (A)
Net Sales	121	85	42%	121	176
Gross Profit	20	13	53%	20	28
Operating Profit	15	9	65%	15	20
Profit for The Period	12	7	67%	12	16
Total Current Assets	97	75	30%	97	83
Total Assets	138	111	24%	138	124
Total Current Liabilities	38	20	97%	38	27
Total Liabilities	55	35	56%	55	46
Total Equity	83	76	10%	83	78



## 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	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2021 (U)	1H 2020 (U)		1H 2021 (U)	2020 (A)
Net Sales	75	56	34%	75	130
Gross Profit	28	20	39%	28	44
Operating Profit	10	4	157%	10	13
Profit for The Period	7	3	184%	7	9
Total Current Assets	94	72	29%	94	76
Total Assets	156	131	18%	156	136
Total Current Liabilities	34	22	52%	34	25
Total Liabilities	48	35	39%	48	35
Total Equity	107	96	11%	107	100



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

- ❑ SMSM owns a 44% stake in SF Thailand [acquire on June 29, 2018]
- ❑ SF Thailand is the Company's sole distributor of filter and radiator products in Thailand

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2021 (U)	1H 2020 (U)		1H 2021 (U)	2020 (A)
Net Sales	158	133	19%	158	272
Gross Profit	53	48	9%	53	84
Operating Profit	18	19	(4%)	18	26
Profit for The Period	17	18	(7%)	17	20
Total Current Assets	169	182	(7%)	169	179
Total Assets	366	278	32%	366	281
Total Current Liabilities	72	91	(22%)	72	61
Total Liabilities	166	107	55%	166	98
Total Equity	200	171	17%	200	183



## PT Tokyo Radiator Selamat Sempurna (Associate Company)

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

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2021 (U)	1H 2020 (U)		1H 2021 (U)	2020 (U)
Net Sales	40	32	25%	40	63
Gross Profit	8	11	(28%)	8	20
Operating Profit	0.5	6	(92%)	0.5	11
Profit for The Period	1	4	(79%)	1	9
Total Current Assets	99	94	5%	99	89
Total Assets	129	123	5%	129	122
Total Current Liabilities	20	14	48%	20	13
Total Liabilities	37	31	19%	37	31
Total Equity	92	92	(0.4%)	92	91

# PT POSCO Indonesia Jakarta Processing Center (Associate Company)

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

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2021 (U)	1H 2020 (U)		1H 2021 (U)	2020 (A)
Net Sales	80	45	78%	80	99
Gross Profit	4	0.1	3,523%	4	3
Operating Profit	3	(1)	344%	3	1
Profit for The Period	2	(2)	193%	2	(1)
Total Current Assets	91	65	40%	91	69
Total Assets	126	86	47%	126	98
Total Current Liabilities	82	44	87%	82	56
Total Liabilities	83	45	85%	83	57
Total Equity	43	41	6%	43	41

🔍 Sakura Filter Indonesia

**tokopedia**  
👉 official store

Shopee Mall

**blibli**.com  
👉 Official Store

👉 **bukamall**





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