



**PT SELAMAT SEMPURNA Tbk**

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

## Investor Relations

## FY 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)



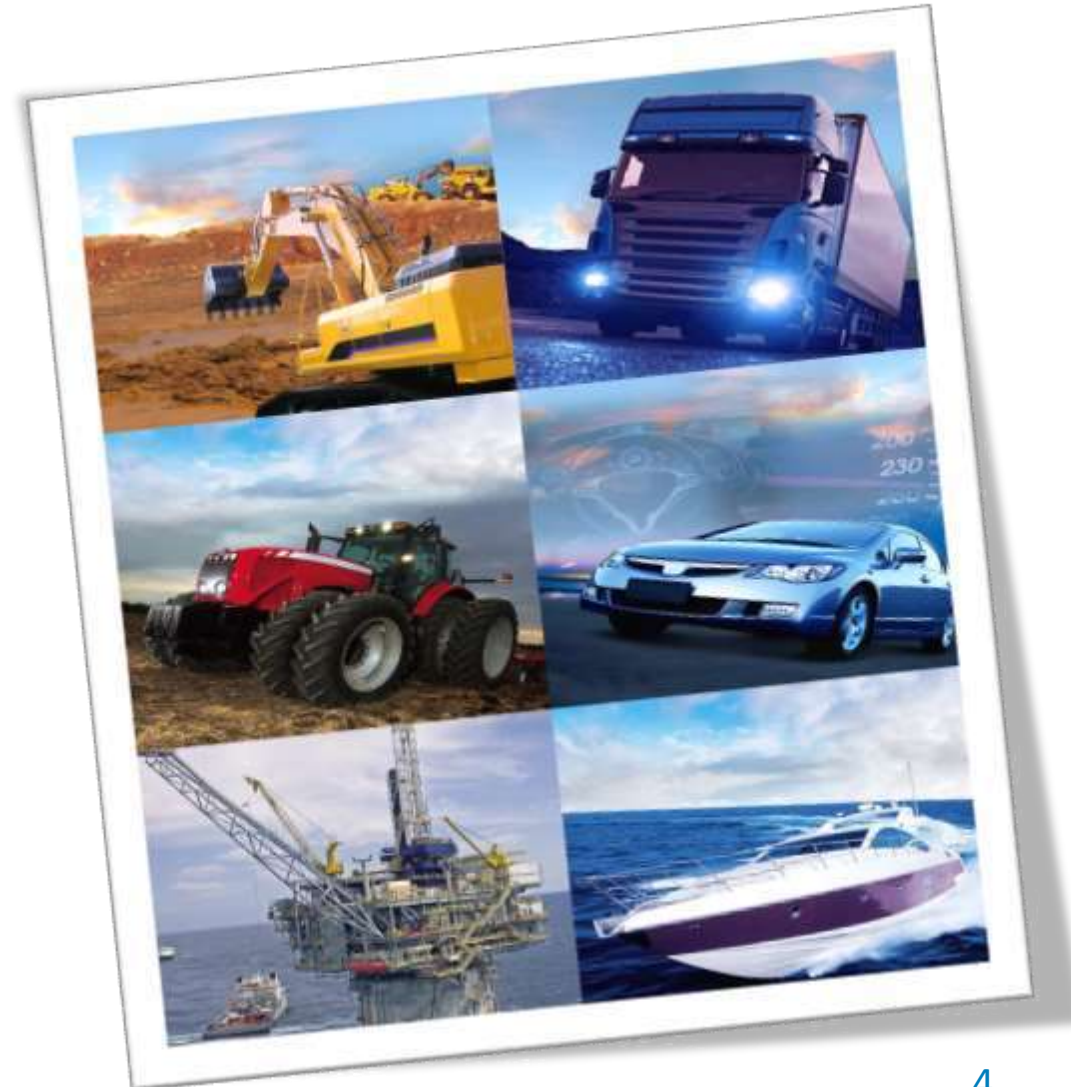
- Filters : 96 millions pieces per year

- 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



**DUMP HOIST**



**COOLANT**



**BRAKE PARTS**

# 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)

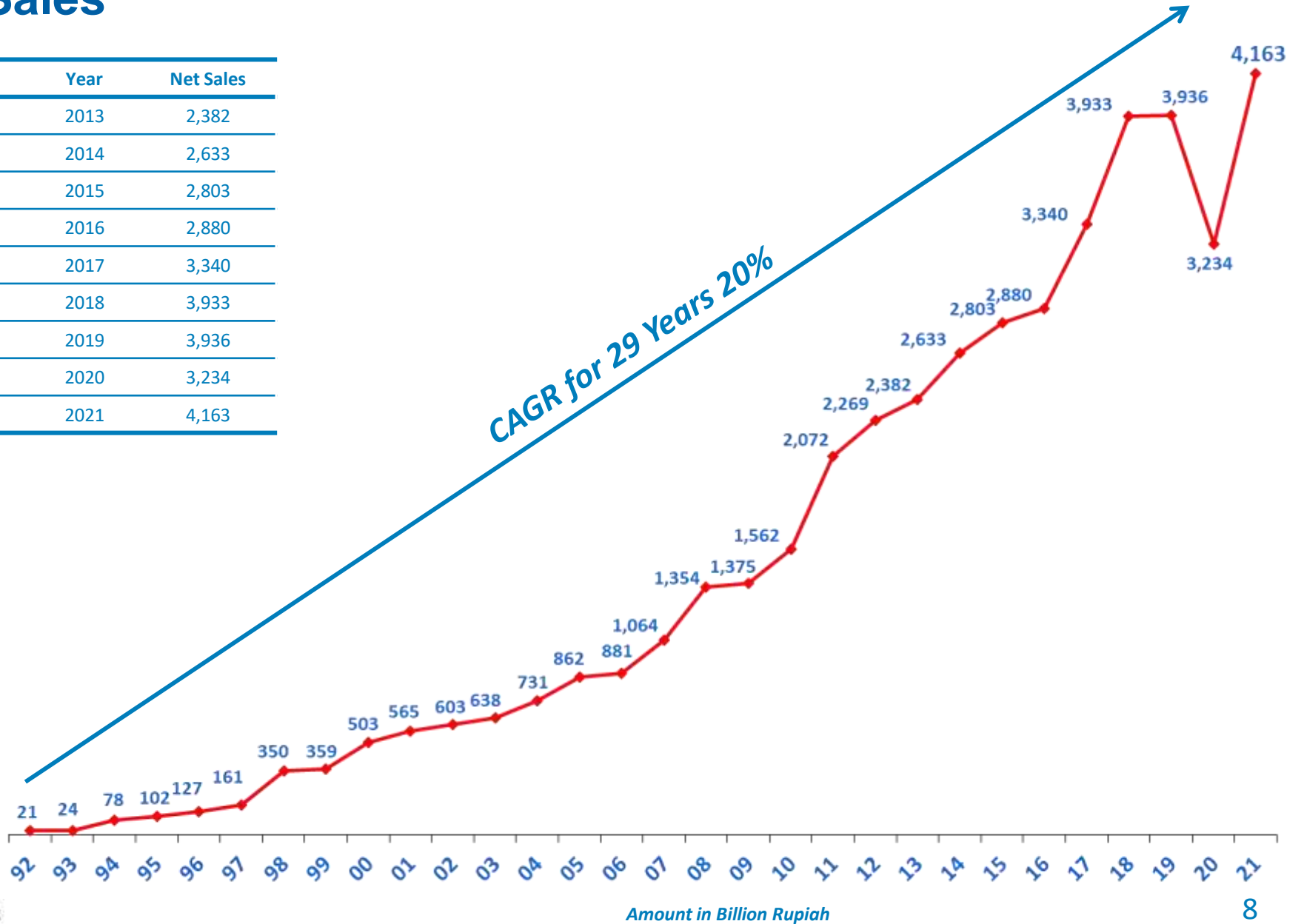
## Radiators & Others

- **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)

# 29 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



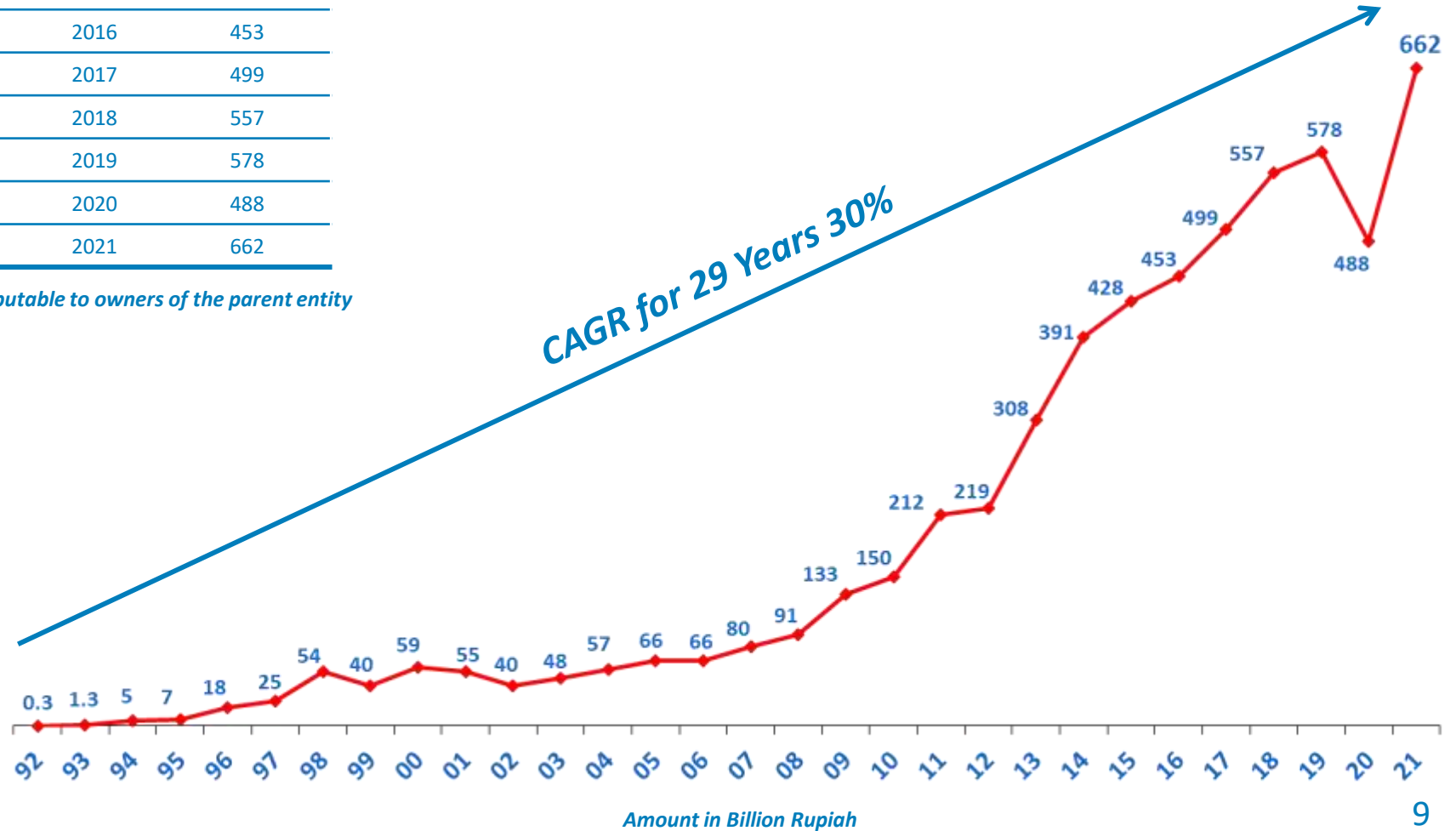


# 29 Years of CAGR Net Income

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

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



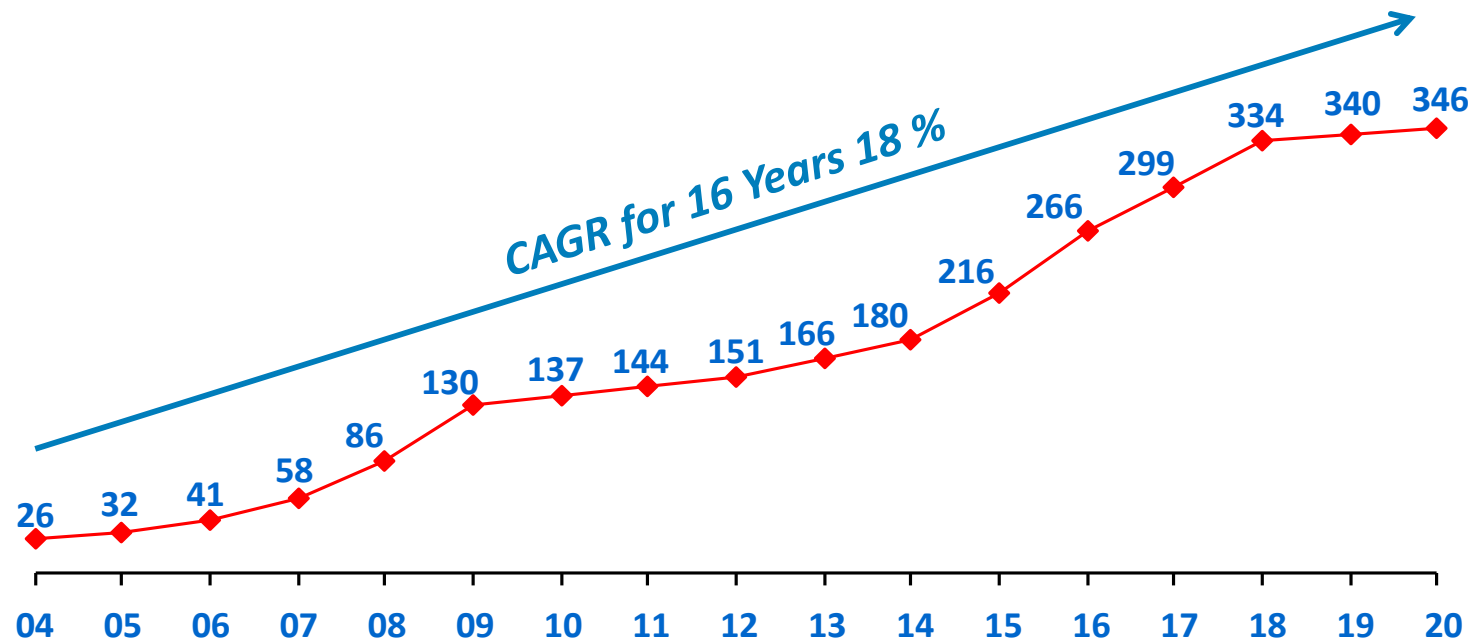
# 16 Years Consecutive Dividend Payment Growth

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	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%
	2021	287,93 <sup>*)</sup>	662	43%

**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

<sup>\*)</sup> 3<sup>rd</sup> Interim Dividend For 2021 Financial Year : IDR 115 Bio on November 23, 2021

# Summary Performance 2021

	Position as of December 31 <sup>st</sup> , 2021		Changes
Net Sales	IDR 4,163 T		29%
Profit for the Year*	IDR 662 B		36%
EPS	IDR 115		36%

*\* attributable to owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	2021	2020	Inc / (Decr)	%	2019*
Net Sales	4,163	3,234	929	29%	3,936
Gross Profit	1,337	1,037	300	29%	1,192
Operating Profit	931	693	237	34%	823
Profit for the year attributable to:					
Owners of the parent entity	662	488	174	36%	578
Non-controlling interests	66	51	15	29%	61
Current Assets	2,795	2,295	500	22%	2,138
Total Assets	3,869	3,376	493	15%	3,107
Current Liabilities	669	398	271	68%	461
Total Liabilities	957	727	230	32%	665
Equity attributable to:					
Owners of the Company Entity	2,521	2,274	246	11%	2,089
Non-controlling Interests	391	374	17	4%	353
EPS	115	85	30	36%	100

*Amount In Billion Rupiah except Earning per Share*

## Financial Ratio

Financial Ratio	2021	2020	2019*
Net Sales Growth	29%	(18%)	0.1%
Total Asset Growth	15%	9%	11%
Total Equity Growth	10%	8%	14%
Gross Profit Margin	32%	32%	30%
Operating Margin	22%	21%	21%
Profit Margin**	16%	15%	15%
Return on Assets	19%	16%	21%
Return on Equity**	23%	18%	24%
Total Debt/Total Assets	25%	22%	21%
Total Debt/Total Equity	33%	27%	27%
Current Ratio	418%	576%	464%



## Sales Performance 2021

Market	Sales (IDR)				Increase /(Decrease)	
	2021	%	2020	%	IDR	%
Indonesia	1,365	33%	947	29%	418	44%
Overseas	2,798	67%	2,287	71%	511	22%
<b>Total</b>	<b>4,163</b>	<b>100%</b>	<b>3,234</b>	<b>100%</b>	<b>929</b>	<b>29%</b>

Product	Sales (IDR)				Increase /(Decrease)	
	2021	%	2020	%	IDR	%
Filter	3,093	74%	2,430	75%	663	27%
Radiator	416	10%	333	10%	83	25%
Body Maker	216	5%	82	3%	134	163%
Trading	1,192	29%	1,008	31%	184	18%
Others	419	10%	292	9%	127	44%
<b>(Elimination)</b>	<b>(1,173)</b>	<b>(28%)</b>	<b>(911)</b>	<b>(28%)</b>	<b>262</b>	<b>29%</b>
<b>Total</b>	<b>4,163</b>	<b>100%</b>	<b>3,234</b>	<b>100%</b>	<b>929</b>	<b>29%</b>

## Sales by Geographical

Geographical	2021		2020		Inc / (Dec)
	IDR	%	IDR	%	
Indonesia	1,365	33%	947	29%	44%
Overseas					
Asia	1,179	28%	1,003	31%	17%
America	604	14%	489	15%	23%
Europe	609	15%	439	14%	39%
Australia	339	8%	295	9%	15%
Africa	68	2%	60	2%	14%
<b>Total</b>	<b>4,163</b>	<b>100%</b>	<b>3,234</b>	<b>100%</b>	<b>29%</b>

## Improvement by Quarter (Sales & Profit)

	Net Sales (in Bio IDR)			
	Year 2021	Δ of Net Sales compare to previous Q	Year 2020	Δ of Net Sales compare to previous Q
As of 31 March	971	-	803	-
As of 30 June	1,970	999	1,464	661
As of 30 September	3,023	1,053	2,303	839
As of 31 December	4,163	1,140	3,234	931

	Profit for the Period* (in Bio IDR)			
	Year 2021	Δ Profit for the Period* compare to previous Q	Year 2020	Δ Profit for the Period* compare to previous Q
As of 31 March	160	-	115	-
As of 30 June	314	154	203	88
As of 30 September	492	178	353	150
As of 31 December	662	170	488	135

## Improvement by Quarter (Sales by Market)

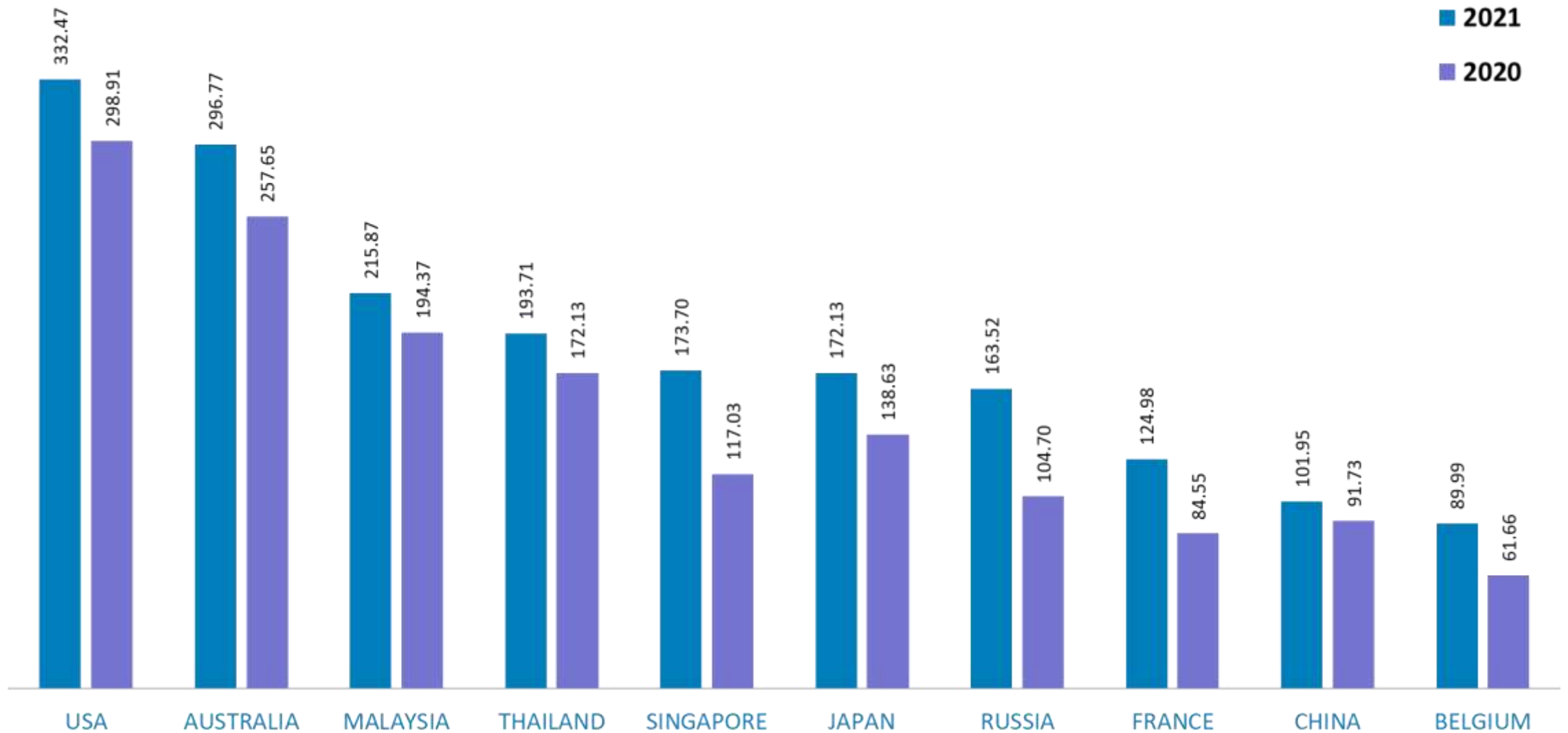
### Overseas Sales (in Bio IDR)

	Year 2021	$\Delta$ of Overseas Sales compare to previous Q	Year 2020	$\Delta$ of Overseas Sales compare to previous Q
As of 31 March	654	-	510	-
As of 30 June	1,339	685	994	484
As of 30 September	2,038	699	1,619	624
As of 31 December	2,798	760	2,287	668

### Indonesian Sales (in Bio IDR)

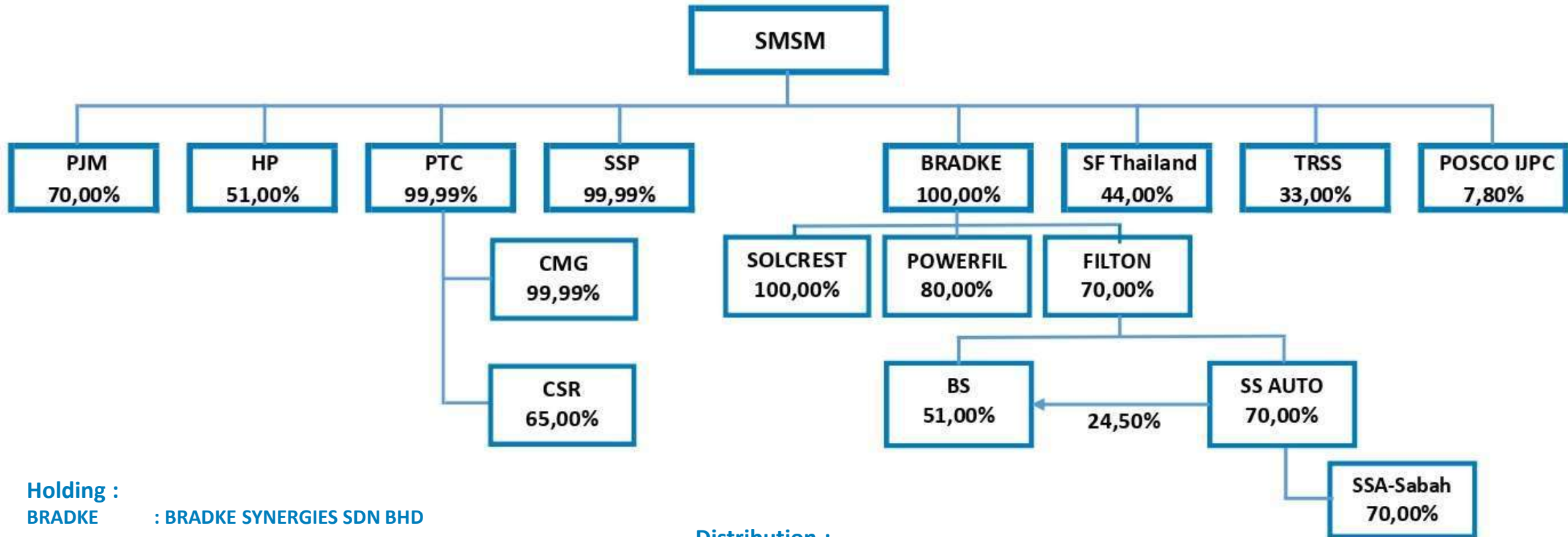
	Year 2021	$\Delta$ Indonesian Sales compare to previous Q	Year 2020	$\Delta$ Indonesian Sales compare to previous Q
As of 31 March	317	-	293	-
As of 30 June	631	314	470	177
As of 30 September	985	354	684	215
As of 31 December	1,365	380	947	263

# Top 10 Countries (sort by sales 2021 – 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

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



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

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

Financial Highlights	2021 (A)	2020 (A)	Inc/ (Decr) %	2019 (A)*
Net Sales	975	757	29%	888
Gross Profit	217	198	10%	209
Operating Profit	171	158	8%	156
Profit for the year	134	122	10%	116
Current Assets	577	481	20%	420
Total Assets	692	612	13%	540
Current Liabilities	151	90	67%	78
Total Liabilities	198	152	31%	112
Total Equity	494	460	7%	428

*A= Audited      Amount in Billion Rupiah*

*\*) The 2019 financial year Information for reference comparison of the Company's performance prior the COVID-19 pandemic.*



## 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	2021 (A)	2020 (A)	Inc/ (Decr) %	2019 (A)*
Net Sales	259	120	115%	335
Gross Profit	33	5	512%	51
Operating Profit	21	(4)	650%	36
Profit for the year	17	(3)	615%	27
Current Assets	178	146	22%	168
Total Assets	255	235	9%	250
Current Liabilities	22	10	135%	28
Total Liabilities	44	34	30%	46
Total Equity	211	201	5%	204

*A= Audited      Amount in Billion Rupiah*

*\*) The 2019 financial year Information for reference comparison of the Company's performance prior the COVID-19 pandemic.*



## 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	2021 (A)	2020 (A)	Inc/ (Decr) %	2019 (A)*
Net Sales	615	496	24%	519
Gross Profit	157	102	55%	117
Operating Profit	105	57	86%	73
Profit for the year **	81	42	93%	56
Current Assets	382	291	32%	284
Total Assets	418	330	27%	302
Current Liabilities	110	73	52%	100
Total Liabilities	137	102	34%	108
Total Equity	281	228	23%	194

*A= Audited      Amount in Billion Rupiah*

*\*) The 2019 financial year Information for reference comparison of the Company's performance prior the COVID-19 pandemic.*

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



## 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	2021 (A)	2020 (A)	Inc/ (Decr) %	2019 (A)*
Net Sales	247	176	41%	209
Gross Profit	38	28	38%	36
Operating Profit	30	20	46%	28
Profit for the year	23	16	47%	21
Current Assets	79	83	(4%)	80
Total Assets	121	124	(2%)	108
Current Liabilities	20	27	(24%)	21
Total Liabilities	36	46	(21%)	30
Total Equity	85	78	9%	78

*A= Audited      Amount in Billion Rupiah*

*\*) The 2019 financial year Information for reference comparison of the Company's performance prior the COVID-19 pandemic.*



## 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	2021 (A)	2020 (A)	Inc/ (Decr) %	2019 (A)*
Net Sales	147	130	13%	148
Gross Profit	51	44	16%	55
Operating Profit	17	13	32%	20
Profit for the year	11	9	30%	13
Current Assets	94	76	23%	72
Total Assets	150	136	10%	133
Current Liabilities	35	25	44%	25
Total Liabilities	45	35	27%	36
Total Equity	105	100	4%	97



## Sure Filter (Thailand) Co., Ltd. – SF THAILAND (Associate 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	2021 (A)	2020 (A)	Inc/ (Decr) %	2019 (A)*
Net Sales	303	272	11%	262
Gross Profit	95	84	13%	75
Operating Profit	22	26	(18%)	24
Profit for the year	18	20	(9%)	17
Current Assets	195	179	9%	148
Total Assets	403	282	43%	246
Current Liabilities	135	85	59%	76
Total Liabilities	207	99	110%	93
Total Equity	195	183	7%	153

*A= Audited      Amount in Million Baht Thailand*

*\*) The 2019 financial year Information for reference comparison of the Company's performance prior the COVID-19 pandemic.*



## PT Tokyo Radiator Selamat Sempurna (Associate Company)

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

Financial Highlights	2021 (U)	2020 (U)	Inc/ (Decr) %	2019 (U)*
Net Sales	96	63	52%	84
Gross Profit	24	20	16%	23
Operating Profit	10	11	(4%)	11
Profit for the year	10	9	5%	11
Current Assets	122	89	37%	82
Total Assets	150	122	23%	100
Current Liabilities	39	13	196%	11
Total Liabilities	55	31	81%	13
Total Equity	94	91	4%	88

*U = Unaudited      Amount in Billion Rupiah*

*\*) The 2019 financial year Information for reference comparison of the Company's performance prior the COVID-19 pandemic.*

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

Financial Highlights	2021 (U)	2020 (A)	Inc/ (Decr) %	2019 (A)*
Net Sales	191	99	93%	122
Gross Profit	11	3	237%	5
Operating Profit	9	1	839%	3
Profit for the year	6	(1)	515%	2
Current Assets	120	69	72%	52
Total Assets	154	98	57%	64
Current Liabilities	106	56	89%	46
Total Liabilities	106	57	88%	47
Total Equity	47	41	15%	17

*A= Audited      Amount in Million USD*

*\*) The 2019 financial year Information for reference comparison of the Company's performance prior the COVID-19 pandemic.*

# Achievement 2021

Month	Achievement
March	<p>“Best Delivery Award in 2020” from PT HINO Motors Manufacturing Indonesia.</p> <p>PJM, subsidiary of PT Selamat Sempurna Tbk (SMSM) received an Appreciation of “Quality Achievement in 2020” from PT Hino Motors Manufacturing Indonesia.</p>
April	“Best Contribution & Performance in 2019 - 2020 (Automobile Parts)” from PT Suzuki Indomobil Motor.
May	“Best Role of Stakeholders” and “Top 50 Mid Capitalization Public Listed Company” at the 12 <sup>th</sup> Indonesia Institute for Corporate Directorship (IICD) Corporate Governance Conference & Award 2021.
June	PJM, subsidiary of PT Selamat Sempurna Tbk (SMSM), recognition as an " <i>Authorized Economic Operator</i> " based on the Decree of the Director General of Customs and Excise No. KEP - 114/BC/2021.
September	“Growth in Pandemic” as Best Listed Company in Automotive and Components Sector from Bisnis Indonesia Award (BIA) 2021.
November	“The Best 50 Public Listed Companies 2021” and “Trifecta Award” for winning 3 years in a row from Forbes Magazine.

🔍 Sakura Filter Indonesia

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Shopee Mall

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**bukamall**



# Thank You

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