



PT SELAMAT SEMPURNA Tbk

MANUFACTURER OF AUTOMOTIVE PARTS
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

Investor Relations

FY 2022 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)

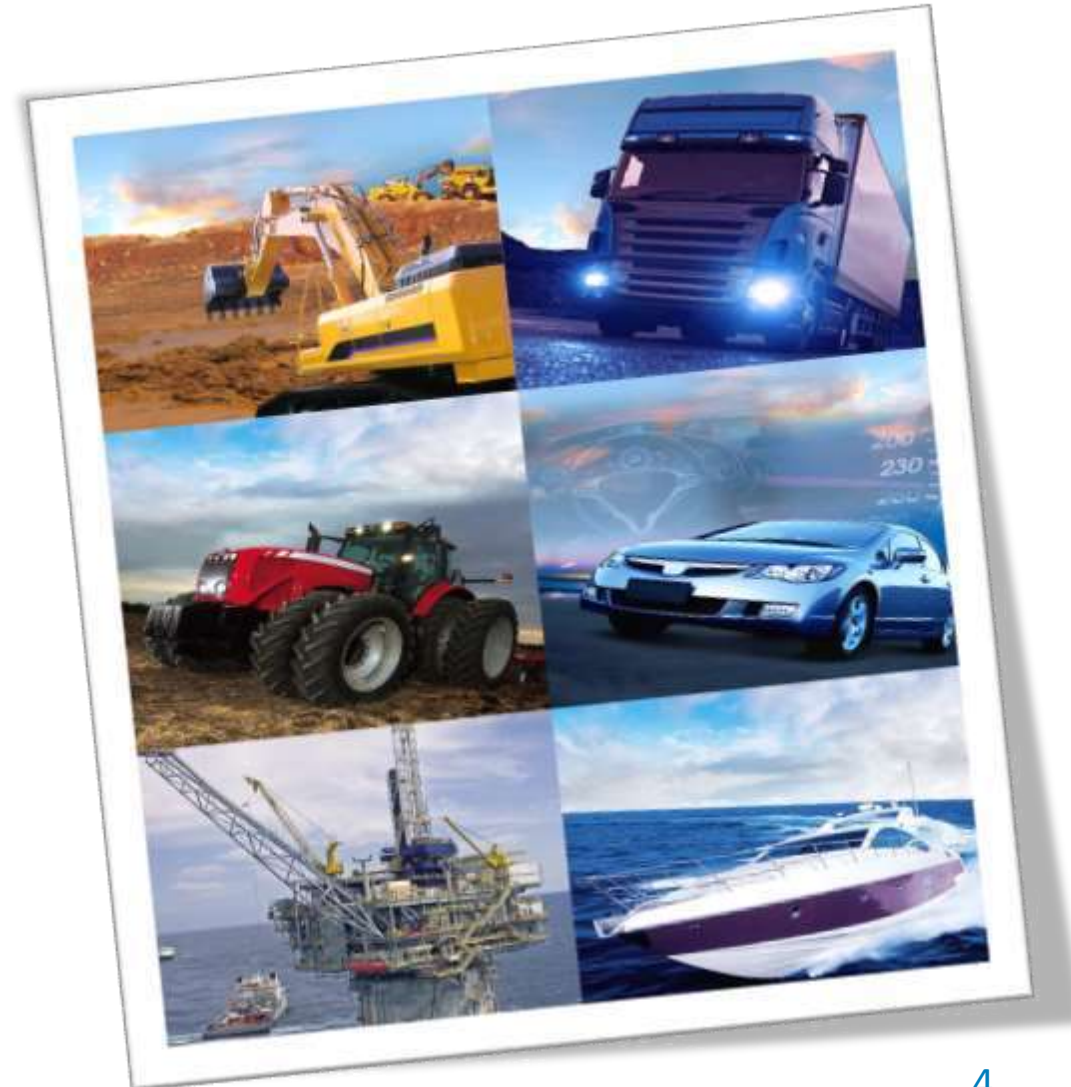


- Filters : 96 millions pieces per year

- 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)

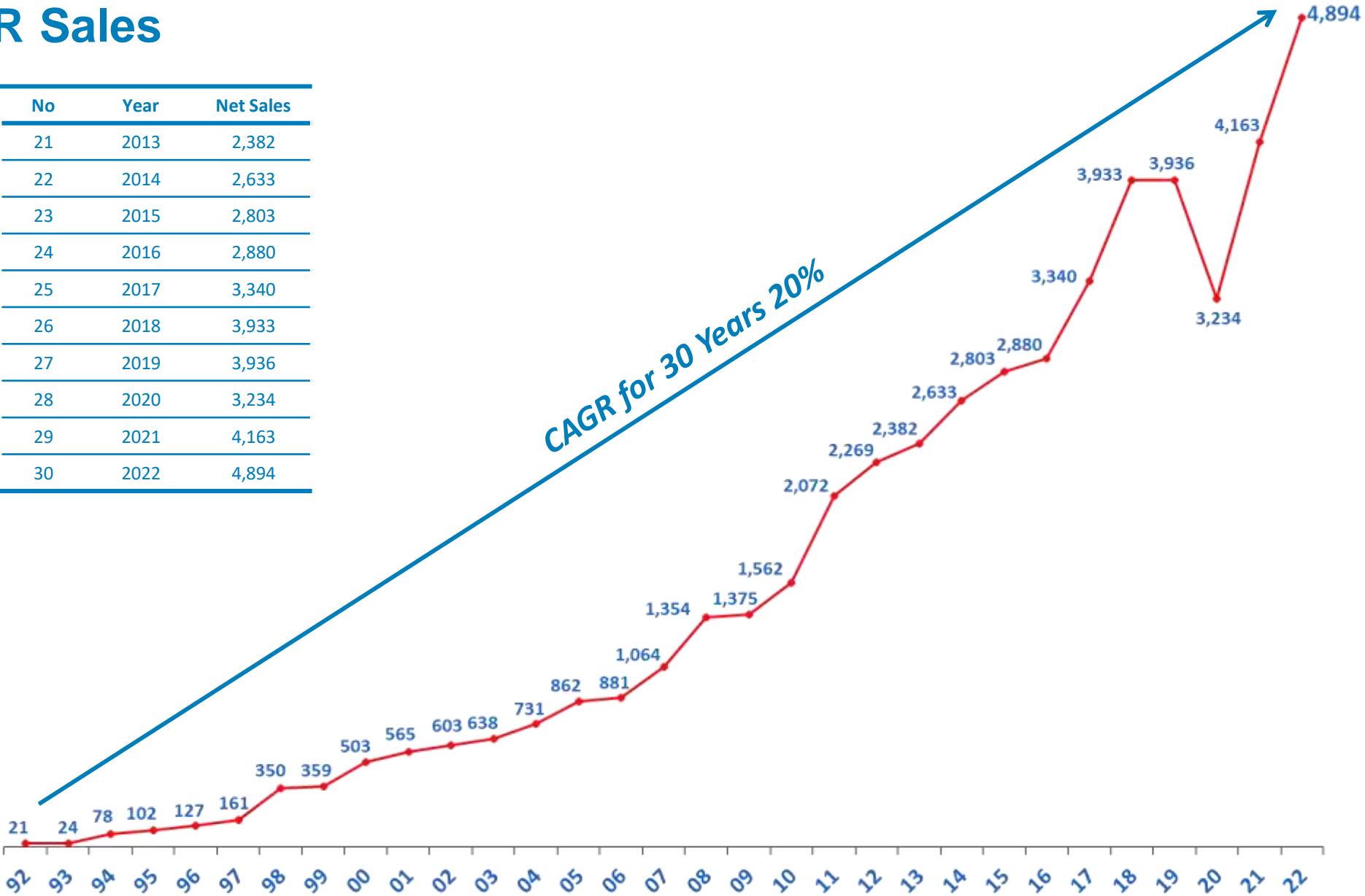
Radiators & Others

- **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



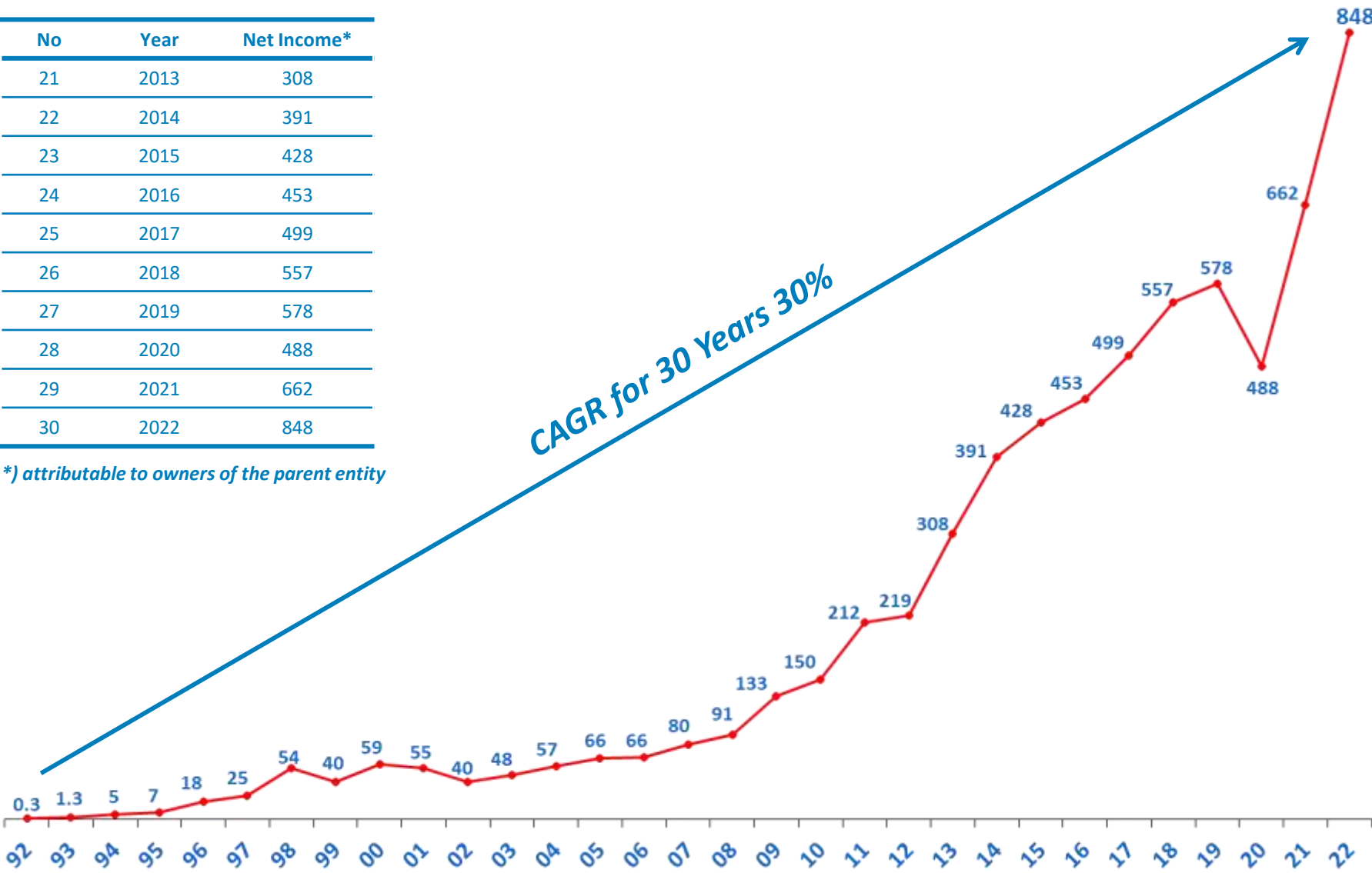
CAGR for 30 Years 20%

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

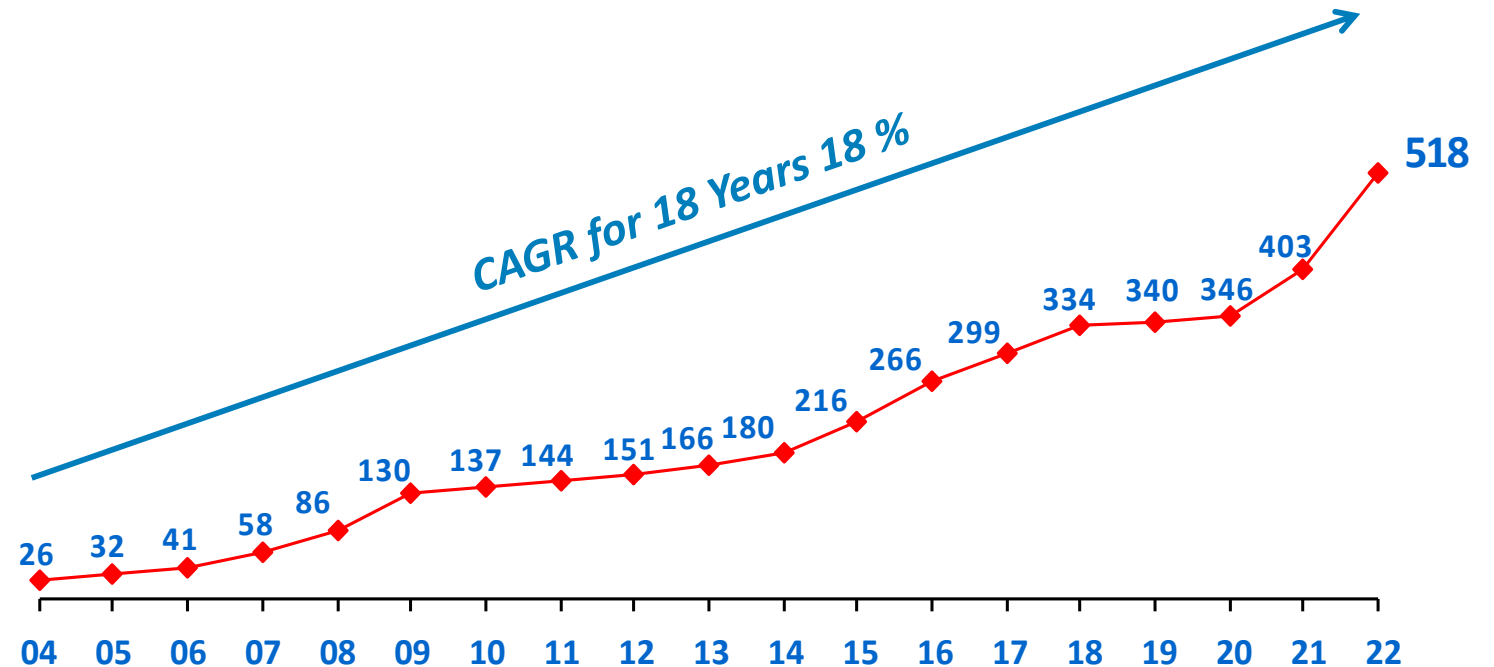
No	Book Year	Total Dividend (In Bio IDR)	Net Income (In Bio IDR)	Payout Ratio
	2004	25.97	57	45%
1	2005	32.47	66	49%
2	2006	41.08	66	62%
3	2007	57.59	80	72%
4	2008	86.38	91	94%
5	2009	129.57	133	98%
6	2010	136.77	150	91%
7	2011	143.97	212	68%
8	2012	151.17	219	69%
9	2013	165.56	308	54%
10	2014	179.96	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	143.97 ^{*)}	222	65%

- Paid quarterly dividend since 2016
- Increased annually for 18 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 within year 2023 :

Final Dividend For 2022 Financial Year : IDR 144 Bio on June 14, 2023

^{*)} 1st Interim Dividend For 2023 Financial Year : IDR 144 Bio on May 24, 2023

Summary Performance 2022

	Position as of December 31 st , 2022		Changes
Net Sales	IDR 4.894 T		18%
Profit for the Year*	IDR 848 B		28%
EPS	IDR 147		28%

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	2022	2021	Increase / (Decrease)	%	2020*	2019**
Net Sales	4,894	4,163	731	18%	3,234	3,936
Gross Profit	1,605	1,337	268	20%	1,037	1,192
Operating Profit	1,174	931	243	26%	693	823
Profit for the period attributable to:						
Owners of the parent entity	848	662	186	28%	488	578
Non-controlling Interests	88	66	21	32%	51	61
Current Assets	3,122	2,795	327	12%	2,295	2,138
Total Assets	4,380	3,869	511	13%	3,376	3,107
Current Liabilities	705	669	35	5%	398	461
Total Liabilities	1,061	957	103	11%	727	665
Equity attributable to:						
Owners of the Company Entity	2,896	2,521	376	15%	2,274	2,089
Non-controlling Interests	423	391	32	8%	374	353
EPS	147	115	32	28%	85	100

Amount In Billion Rupiah except Earning per Share

Financial Ratio

Financial Ratio	2022	2021	2020*	2019**
Net Sales Growth	18%	29%	(18%)	0.1%
Total Asset Growth	13%	15%	9%	11%
Total Equity Growth	14%	10%	8%	14%
Gross Profit Margin	33%	32%	32%	30%
Operating Margin	24%	22%	21%	21%
Profit Margin***	17%	16%	15%	15%
Return on Assets	21%	19%	16%	21%
Return on Equity***	26%	23%	18%	24%
Total Debt/Total Assets	24%	25%	22%	21%
Total Debt/Total Equity	32%	33%	27%	27%
Current Ratio	443%	418%	576%	464%

*) The 2020 financial year Information for reference comparison of the Company's performance.

**) The 2019 financial year (pre-COVID19) Information for reference comparison of the Company's performance.

***) attributable to owners of the parent entity

Sales Performance 2022

Market	Sales (IDR)				Increase / (Decrease)	
	2022	%	2021	%	IDR	%
Domestic	1,787	37%	1,365	33%	422	31%
Overseas	3,107	63%	2,798	67%	309	11%
Total	4,894	100%	4,163	100%	731	18%

Product	Sales (IDR)				Increase / (Decrease)	
	2022	%	2021	%	IDR	%
Filter	3,524	72%	3,093	74%	431	14%
Radiator	501	10%	416	10%	85	20%
Body Maker	349	7%	216	5%	133	62%
Trading	1,341	27%	1,192	29%	149	13%
Others	387	8%	419	10%	(32)	(8%)
(Elimination)	(1,208)	(25%)	(1,173)	(28%)	35	3%
Total	4,894	100%	4,163	100%	731	18%

Sales by Geographical

Geographical	2022		2021		Inc / (Dec)
	IDR	%	IDR	%	
Domestic	1,787	37%	1,365	33%	31%
Overseas					
Asia	1,263	26%	1,178	28%	7%
America	754	15%	604	14%	25%
Europe	647	13%	609	15%	6%
Australia	356	7%	339	8%	5%
Africa	87	2%	68	2%	29%
Total	4,894	100%	4,163	100%	18%

Improvement by Quarter (Sales & Profit)

	Net Sales (in Bio IDR)			
	Year 2022	Δ of Net Sales compare to previous Q	Year 2021	Δ of Net Sales compare to previous Q
As of 31 March	1,180	-	971	-
As of 30 June	2,306	1,126	1,970	999
As of 30 September	3,649	1,343	3,023	1,053
As of 31 December	4,894	1,245	4,163	1,140

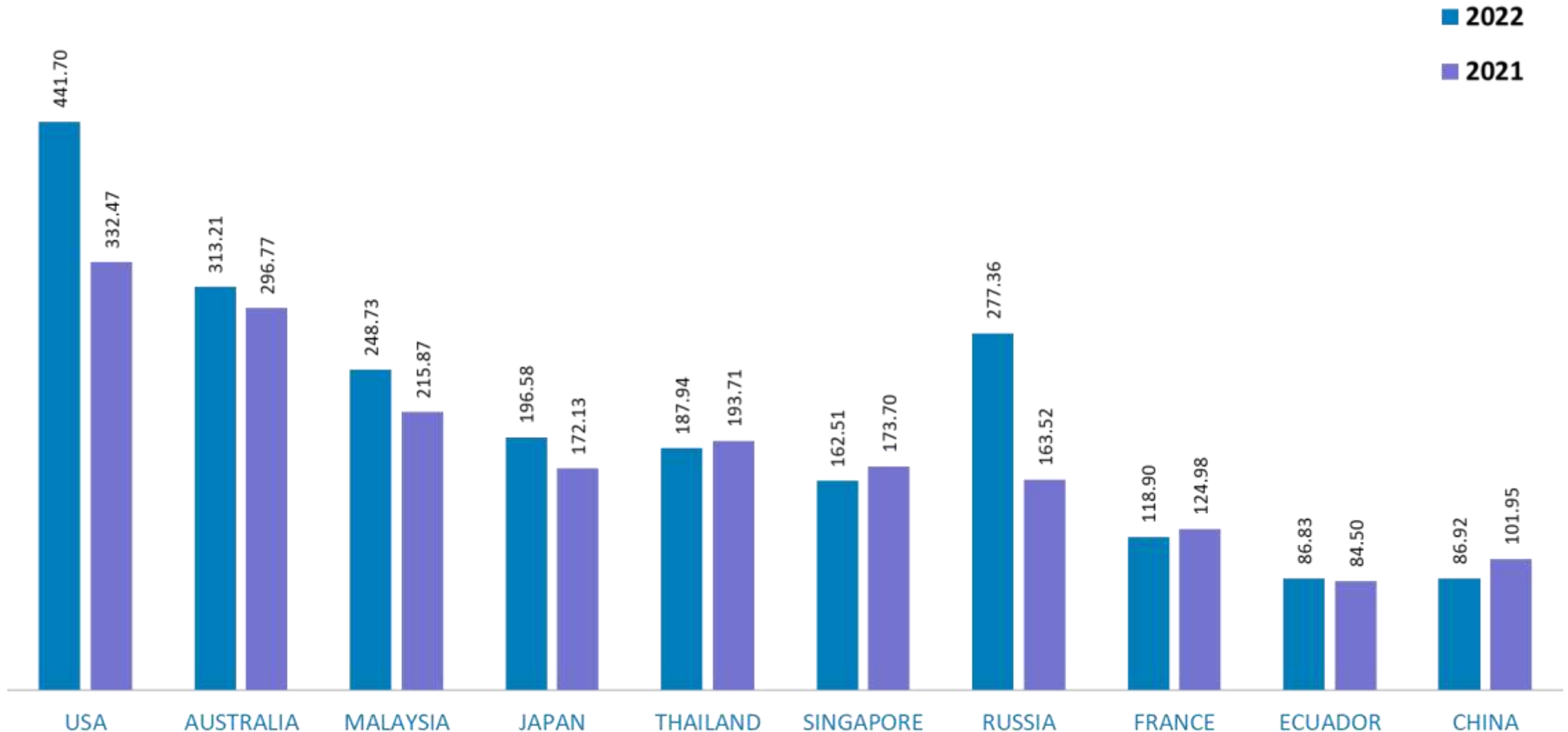
	Profit for the Period* (in Bio IDR)			
	Year 2022	Δ Profit for the Period* compare to previous Q	Year 2021	Δ Profit for the Period* compare to previous Q
As of 31 March	188	-	160	-
As of 30 June	377	189	314	154
As of 30 September	639	262	492	178
As of 31 December	848	209	662	170

Improvement by Quarter (Sales by Market)

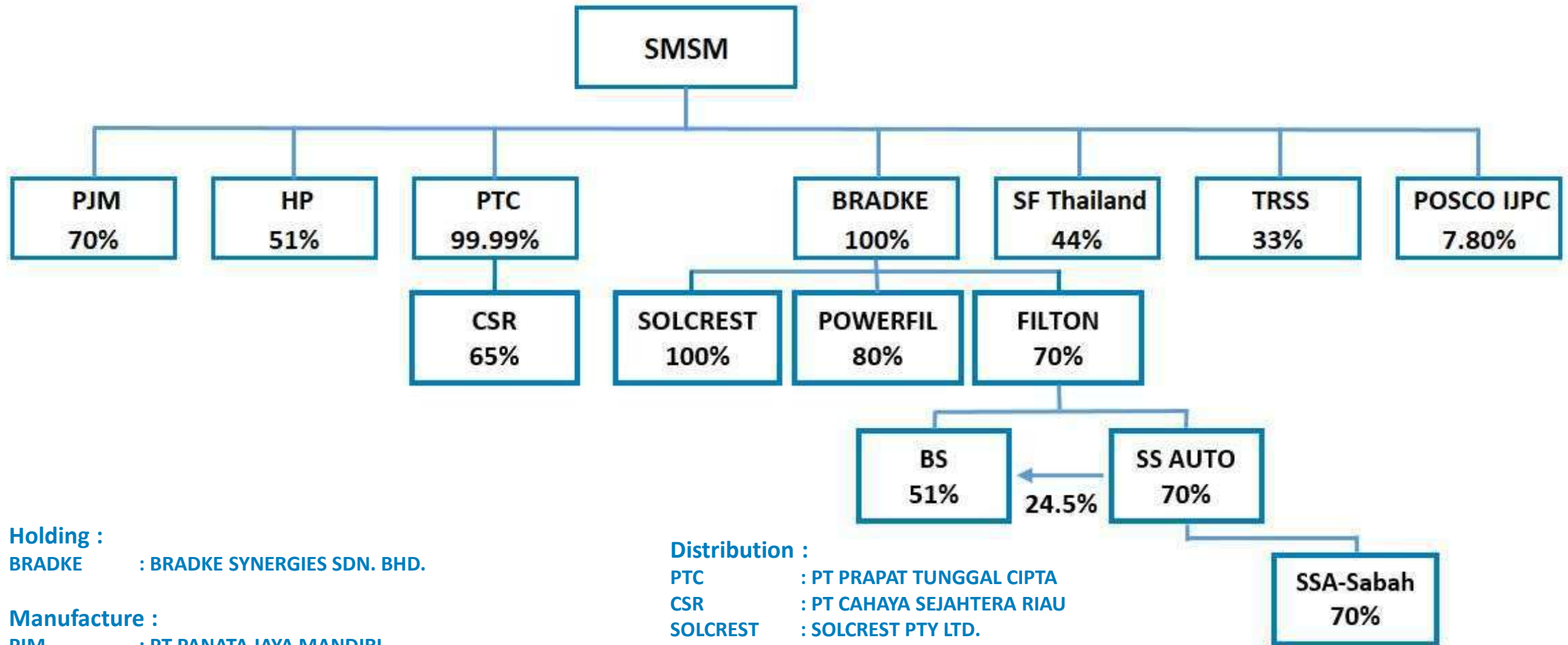
	Overseas Sales (in Bio IDR)			
	Year 2022	Δ of Overseas Sales compare to previous Q	Year 2021	Δ of Overseas Sales compare to previous Q
As of 31 March	736	-	654	-
As of 30 June	1,458	722	1,339	685
As of 30 September	2,309	851	2,038	699
As of 31 December	3,107	798	2,798	760
	Indonesian Sales (in Bio IDR)			
	Year 2022	Δ Indonesian Sales compare to previous Q	Year 2021	Δ Indonesian Sales compare to previous Q
As of 31 March	444	-	317	-
As of 30 June	848	404	631	314
As of 30 September	1,340	492	985	354
As of 31 December	1,787	447	1,365	380

Top 10 Export Destinations by Countries

(sort by sales 2022 - 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.

Distribution :

PTC : PT PRAPAT TUNGGA 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	2022 (A)	2021 (A)	Inc/(Decr) %	2020 (A)*
Net Sales	1,155	975	18%	757
Gross Profit	267	217	23%	198
Operating Profit	206	171	21%	158
Profit for the year	160	134	20%	122
Total Current Assets	606	577	5%	481
Total Assets	739	692	7%	612
Total Current Liabilities	147	151	(3%)	90
Total Liabilities	191	198	(4%)	152
Total Equity	548	494	11%	460

A= Audited

Amount in Billion Rupiah



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	2022 (A)	2021 (A)	Inc/(Decr) %	2020 (A)*
Net Sales	391	259	51%	120
Gross Profit	76	33	129%	5
Operating Profit	53	21	155%	(4)
Profit for the year	42	17	153%	(3)
Total Current Assets	191	178	7%	146
Total Assets	283	255	11%	235
Total Current Liabilities	41	22	84%	10
Total Liabilities	59	44	36%	34
Total Equity	224	211	6%	201

A= Audited

Amount in Billion Rupiah



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	2022 (A)	2021 (A)	Inc/(Decr) %	2020 (A)*
Net Sales	730	615	19%	496
Gross Profit	205	157	30%	102
Operating Profit	140	105	33%	57
Profit for the year **	109	81	34%	42
Total Current Assets	432	382	13%	291
Total Assets	483	418	16%	330
Total Current Liabilities	114	110	4%	73
Total Liabilities	141	137	3%	102
Total Equity	343	281	22%	228

A= Audited

Amount in Billion Rupiah

***) The 2020 financial year Information for reference comparison of the Company's performance.**

****) 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	2022 (A)	2021 (A)	Inc/(Decr) %	2020 (A)*
Net Sales	170	147	16%	130
Gross Profit	58	51	13%	44
Operating Profit	21	17	26%	13
Profit for the year	15	11	33%	9
Total Current Assets	98	94	4%	76
Total Assets	176	150	17%	136
Total Current Liabilities	40	35	13%	25
Total Liabilities	69	45	54%	35
Total Equity	106	105	2%	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	2022 (A)	2021 (A)	Inc/(Decr) %	2020 (A)*
Net Sales	317	303	5%	272
Gross Profit	81	79	3%	84
Operating Profit	15	19	(18%)	26
Profit for the year	8	13	(35%)	20
Total Current Assets	208	195	7%	179
Total Assets	429	403	6%	281
Total Current Liabilities	62	135	(54%)	61
Total Liabilities	225	207	9%	98
Total Equity	204	195	4%	183

A= Audited

Amount in Million Baht Thailand



PT Tokyo Radiator Selamat Sempurna (Associate Company)

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

Financial Highlights	2022 (U)	2021 (U)	Inc/(Decr) %	2020 (U)*
Net Sales	200	96	109%	63
Gross Profit	46	24	94%	20
Operating Profit	30	10	190%	11
Profit for the year	25	10	157%	9
Total Current Assets	139	122	15%	89
Total Assets	167	150	11%	122
Total Current Liabilities	38	39	(2%)	13
Total Liabilities	57	55	3%	31
Total Equity	110	94	16%	91

U= Unaudited Amount in Billion Rupiah

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

Financial Highlights	2022 (A)	2021 (A)	Inc/(Decr) %	2020 (A)*
Net Sales	285	191	49%	99
Gross Profit	9	11	(25%)	3
Operating Profit	4	9	(55%)	1
Profit for the year	1	6	(88%)	(1)
Total Current Assets	135	120	13%	69
Total Assets	167	154	8%	98
Total Current Liabilities	118	106	11%	56
Total Liabilities	118	106	11%	57
Total Equity	48	47	2%	41

A= Audited

Amount in Million USD

Achievement 2022

Month	Achievement
March	“Best Delivery Award in 2021” from PT HINO Motors Manufacturing Indonesia.
April	“The Best Vendor Contribution and Performance 2021 (Automobile Parts)” from PT Suzuki Indomobil Sales.
May	“Best Non Financial Sector” and “Top 50 Mid Capitalization Public Listed Company” at the 13 th IICD Corporate Governance Conference & Award 2022”.
July	“The Best Company 2022” in the Automotive and Components Sector by Investor Award 2022.
August	“The Best Shares 2022” in the Non-Primary Consumer Goods Sector by Investor Magazine in collaboration with Edvisor Visindo in composing the Best Shares Ranking 2022.

Corporate Action 2022

Month	Corporate Action
August	The Merger of PT Selamat Sempurna Tbk and PT Selamat Sempurna Perkasa.
December	The Liquidation of PT Cahaya Mitra Gemilang, subsidiary of PT Prapat Tunggal Cipta

🔍 Sakura Filter Indonesia

tokopedia
👉 official store

Shopee Mall

blibli.com
👉 Official Store

👉 **bukamall**



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