



PT SELAMAT SEMPURNA Tbk

MANUFACTURER OF AUTOMOTIVE PARTS
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION



Investor Relations
9M 2018 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 ± 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

- ATLAS COPCO
- CARRIER
- CASE NEW HOLLAND
- CHEVROLET
- DAIHATSU
- DOOSAN
- FOTON
- HINO
- HITACHI
- HONDA
- HYUNDAI
- ISUZU
- JCB
- KIA
- KOBELCO
- KUBOTA
- 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)

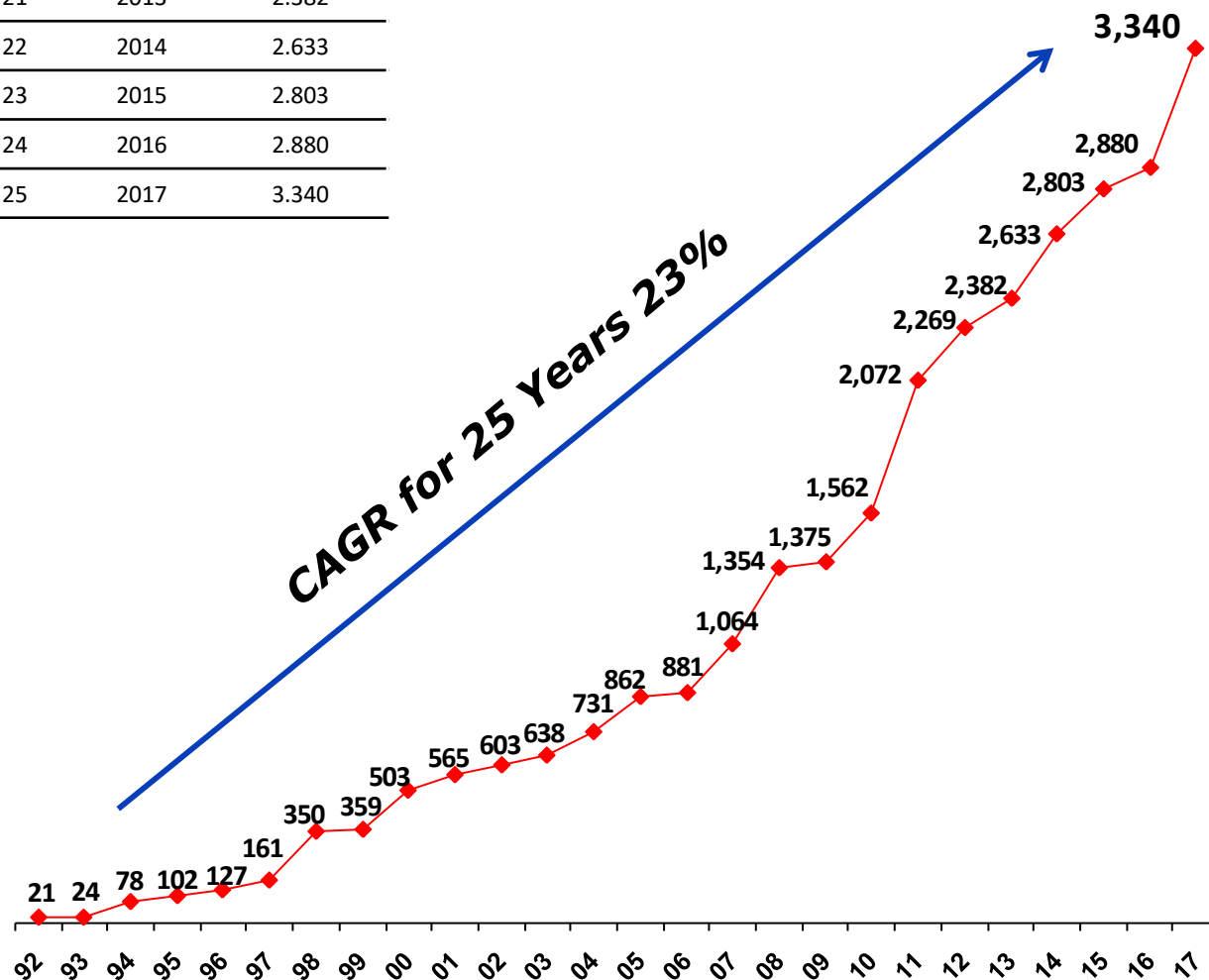
Radiators & Others

- **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)

25 Years Consecutive Sales Growth

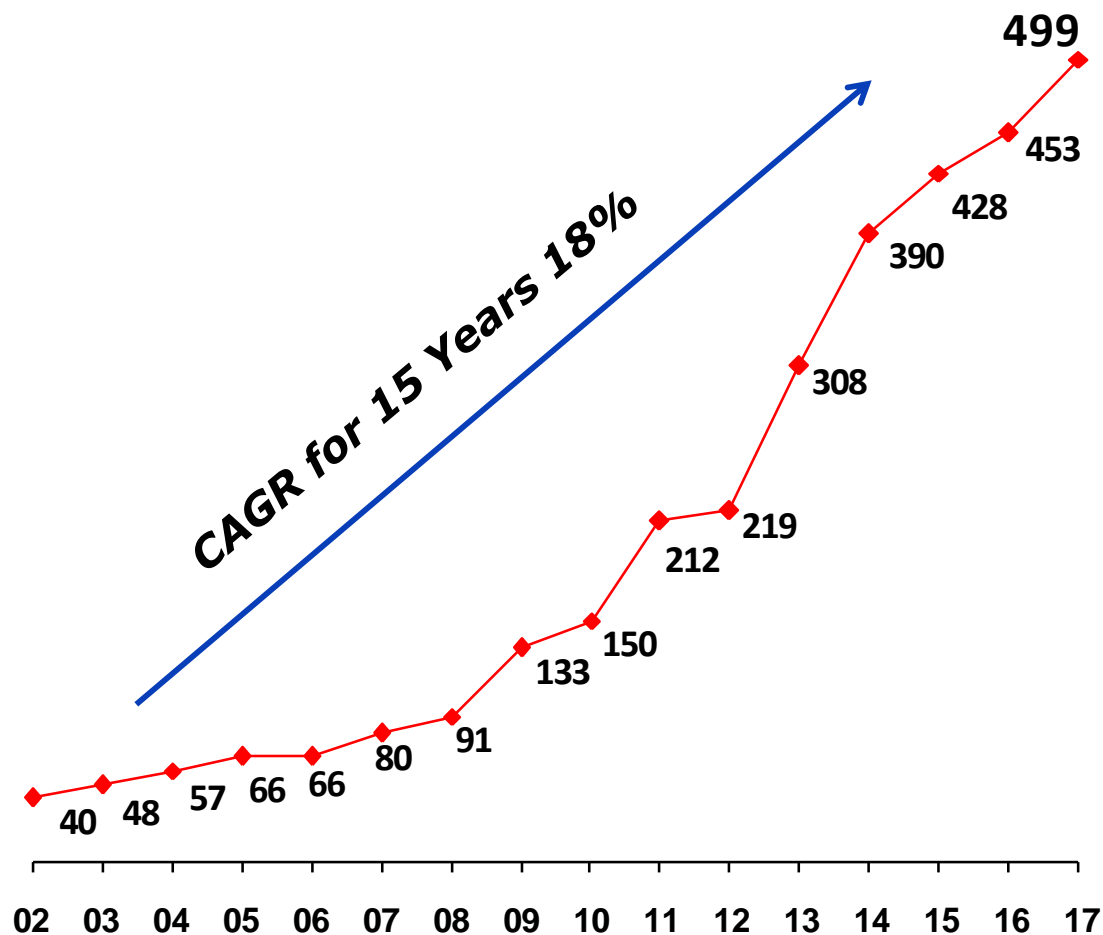
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

No	Year	Net Sales
21	2013	2.382
22	2014	2.633
23	2015	2.803
24	2016	2.880
25	2017	3.340



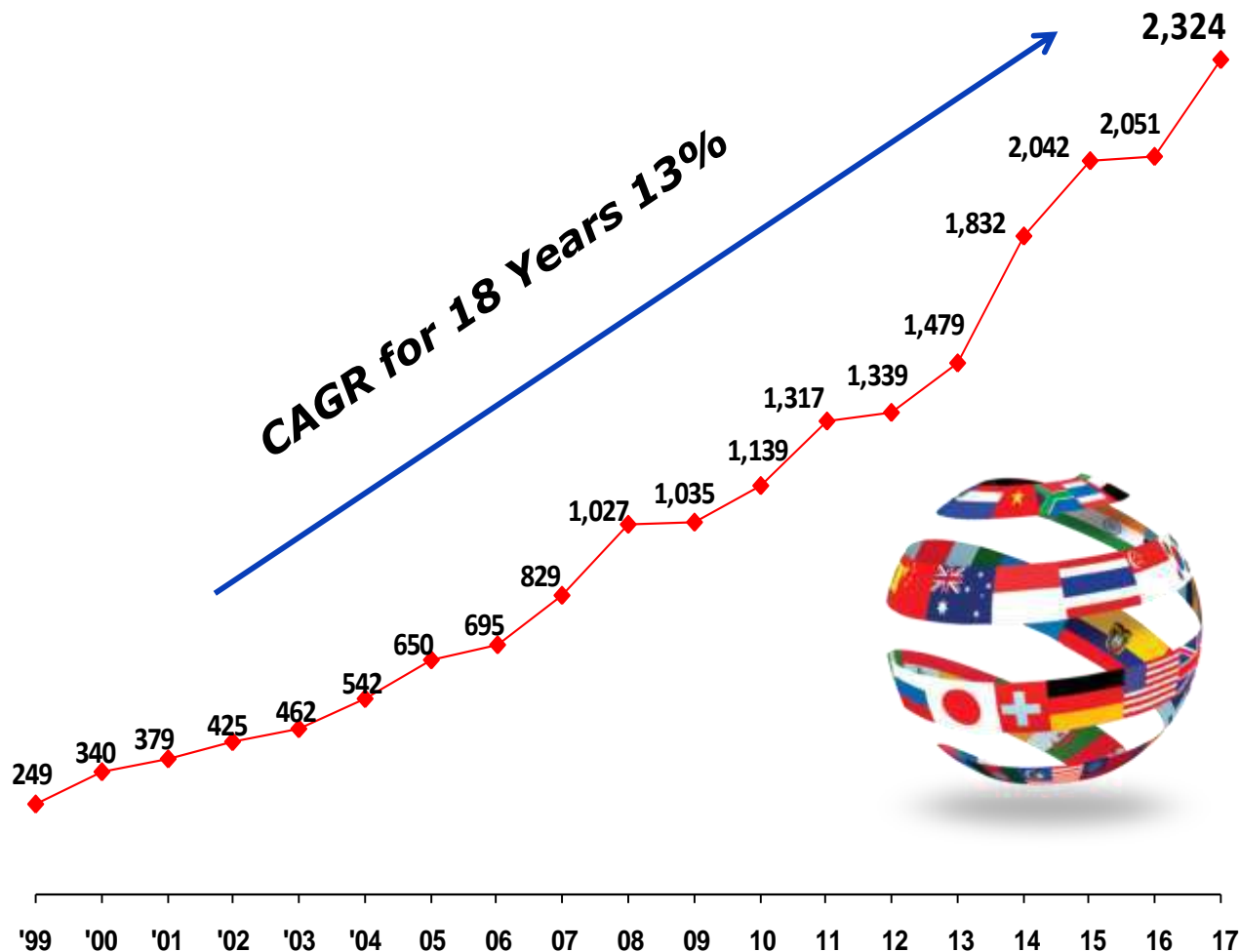
15 Years Consecutive Net Income

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
15	2017	499



18 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
18	2017	2.324



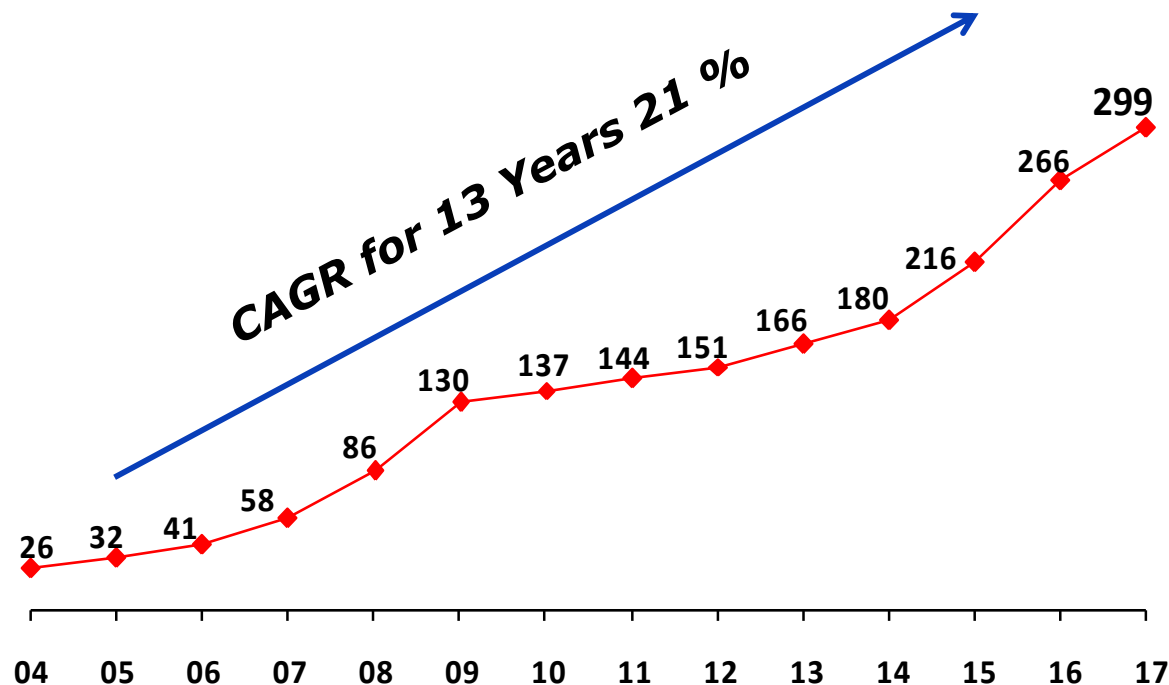
13 Years Consecutive Dividend Payment Growth

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%
	2018	230,35*	400	58%

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 13 years



Dividend Distribution on year 2018 :




Final Dividend For Book Year 2017 : IDR 69 Bio on June 08, 2018

*** 1st Interim Dividend For Book Year 2018** : IDR 58 Bio on May 25, 2018

2nd Interim Dividend For Book Year 2018 : IDR 86 Bio on Aug 28, 2018

3rd Interim Dividend For Book Year 2018 : IDR 86 Bio on Nov 23, 2018

Summary Performance 9M2018

	Position as per 30 September 18	Changes
Net Sales	IDR 2.853 T 	20%
Profit for the Period*	IDR 400 B 	15%
EPS	IDR 69 	15%

** Attributable to Owners of the parent entity*

Comparative Financial Highlights

	9 Months Ended		Compare Q to Y	
	9M18	9M17	9M18	2017
Net Sales	2,853	2,383	2,853	3,340
Gross Profit	838	696	838	1,007
Profit for the period attributable to :				
Owners of the parent entity	400	347	400	499
Non-controlling Interest	57	41	57	56
Total Assets	2,794	2,443	2,794	2,443
Total Current Assets	1,830	1,570	1,830	1,570
Total Current Liabilities	516	420	516	420
Total Liabilities	730	615	730	615
Equity attributable to :				
Owners of the parent entity	1,788	1,592	1,788	1,592
Non-controlling Interest	276	236	276	236
Earnings per Share	69	60	69	87

Financial Ratio

	Compare Q to Q		Compare Q to Y	
	9M18	9M17	9M18	2017
Net Sales Growth	20%			
Total Asset Growth	17%			
Total Equity Growth	16%			
Gross Profit Margin	29%	29%	29%	30%
Operating Profit Margin	21%	20%	21%	20%
Net Income Margin *)	14%	15%	14%	15%
Return on Assets	16%	16%	16%	23%
Return on Equity *)	22%	23%	22%	31%
Total Debt / Total Assets	26%	26%	26%	25%
Total Debt / Equity	35%	35%	35%	34%
Current Ratio	355%	348%	355%	374%

Sales Performance 9M2018

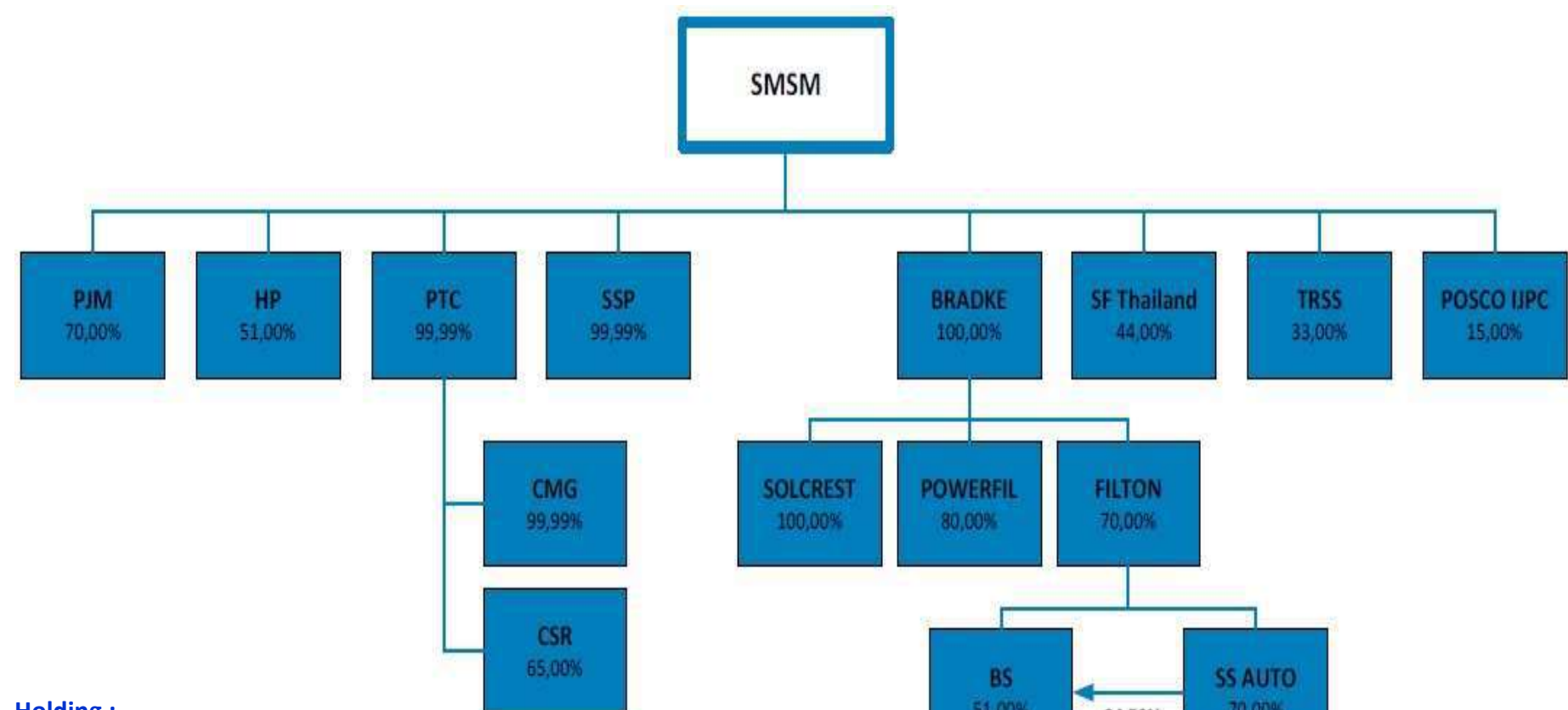
Market	Sales (Rp)				Increase / (Decrease)	
	9M18	%	9M17	%	Rp	%
Indonesia	970	34%	729	31%	241	33%
Overseas	1.882	66%	1.654	69%	228	14%
Total	2.853	100%	2.383	100%	469	20%

Product	Sales (Rp)				Increase / (Decrease)	
	9M18	%	9M17	%	Rp	%
Filter	2.048	72%	1.726	72%	323	19%
Radiator	244	9%	249	10%	(5)	(2%)
Body Maker	264	9%	153	6%	111	73%
Trading	657	23%	574	24%	82	14%
Others	308	11%	254	11%	54	21%
(Elimination)	(668)	(23%)	(573)	(24%)	(96)	(17%)
Total	2.853	100%	2.383	100%	469	20%

Sales by Region

Continent	9 Months Ended				
	9M2018		9M2017		Inc / (Dec)
	Rp	%	Rp	%	
Indonesia	970	34%	729	31%	33%
Asia	891	31%	848	36%	5%
America	392	14%	398	17%	(2%)
Europe	346	12%	288	12%	20%
Australia	215	8%	87	4%	147%
Africa	40	1%	33	1%	22%
Total	2.853	100%	2.383	100%	20%

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

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

Financial Highlights	9M18(U)	9M17(U)	Inc/ (Decr) %
Net Sales	664	542	23%
Gross Profit	144	116	24%
Income From Operations	120	95	25%
Profit for the period	95	72	31%
Current Asset	370	290	28%
Total Asset	484	373	30%
Current Liabilities	105	87	21%
Total Liabilities	138	110	25%
Total Equity	346	263	31%

U = Unaudited

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	9M18(U)	9M17(U)	Inc/ (Decr) %
Net Sales	303	187	62%
Gross Profit	63	38	67%
Income From Operations	50	29	74%
Profit for the period	38	22	75%
Current Asset	160	111	44%
Total Asset	234	188	25%
Current Liabilities	45	26	73%
Total Liabilities	58	39	50%
Total Equity	176	149	18%

U = Unaudited

Amount in Billion Rupiah



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	9M18(U)	9M17(U)	Inc/ (Decr) %
Net Sales	341	313	9%
Gross Profit	81	74	9%
Income From Operations	49	47	6%
Profit for the Period	37	35	6%
Current Asset	218	178	23%
Total Asset	226	185	22%
Current Liabilities	66	34	96%
Total Liabilities	72	38	90%
Total Equity	154	148	4%

U = Unaudited

Amount in Billion Rupiah



PT Selamat Sempurna 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	9M18(U)	9M17(U)	Inc/ (Decr) %
Net Sales	160	153	5%
Gross Profit	24	24	(1%)
Income From Operations	19	19	(2%)
Profit for the Period	15	15	(3%)
Current Asset	73	68	9%
Total Asset	98	90	9%
Current Liabilities	22	20	7%
Total Liabilities	27	24	10%
Total Equity	71	66	8%

U = Unaudited

Amount in Billion Rupiah

Bradke Synergies Sdn Bhd – BRADKE (Subsidiary Company)

- ❑ SMSM owns a 100,00% 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	9M18 (U)	9M17 (U)	Inc/ (Decr) %
Net Sales	106	97	9%
Gross Profit	40	37	10%
Income From Operations	15	14	9%
Profit for the period	11	7	52%
Current Asset	76	73	5%
Total Asset	132	130	1%
Current Liabilities	27	27	(1%)
Total Liabilities	38	41	(7%)
Total Equity	94	89	5%

U= Unaudited

Amount in Million Ringgit Malaysia

Sure Filter Thailand – SF THAILAND (Associate Company)

- ❑ SMSM owns a 44,00% 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	9M18 (U)	9M17 (U)	Inc/ (Decr) %
Net Sales	192	171	13%
Gross Profit	54	46	18%
Income From Operations	16	17	(7%)
Profit for the period	16	17	(8%)
Current Asset	144	139	3%
Total Asset	231	231	0.01%
Current Liabilities	99	116	(14%)
Total Liabilities	101	116	(13%)
Total Equity	130	115	13%

U= Unaudited

Amount in Million Baht Thailand

PT POSCO Indonesia Jakarta Processing Center (Associate Company)

- ☐ SMSM owns a 15% stake in POSCO IJPC
- ☐ *Joint venture* with POSCO and DAEWOO International Corporation

Financial Highlights	9M18(U)	9M17(U)	Inc/ (Decr) %
Net Sales	76.25	66.19	15%
Gross Profit	3.53	3.69	(4%)
Income From Operations	1.61	1.86	(13%)
Net Income	(0.49)	0.92	(153%)
Current Asset	52.24	44.77	17%
Asset	66.07	59.96	10%
Current Liabilities	52.52	45.66	14%
Liabilities	52.95	45.99	15%
Equity	13.12	13.96	(6%)

U = Unaudited

Amount in Million USD



PT Tokyo Radiator Selamat Sempurna (Associate Company)

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

Financial Highlights	9M18(U)	9M17(U)	Inc/ (Decr) %
Net Sales	72	65	11%
Gross Profit	20	17	13%
Income From Operations	10	9	11%
Net Income	9	7	24%
Current Asset	72	52	39%
Asset	94	79	19%
Current Liabilities	14	10	43%
Liabilities	16	12	31%
Equity	78	67	17%

U = Unaudited

Amount in Billion Rupiah

Achievement 2018

Month	Achievement
January	<ul style="list-style-type: none"> • 100 Fastest Growing Companies Awards 2017 in the Sub Sector of Automotive Components of the Miscellaneous Industry Sector by InfoBank. • 2018 Indonesia Automotive Component Manufacturer of The Year From Frost&Sullivan
April	<ul style="list-style-type: none"> • The Best Vendor Performance 2017 by PT Suzuki Indomobil Motor • Appreciation and Recognition for Good Performance in 2017 by PT Suzuki Indomobil Motor
May	Investor Awards 2018 for the category of Best Listed Company 2018 in Diversified Manufacturing Sector
August	The Most Tax – Friendly Corporate and Country Contributor Award at 2018 Tempo Country Contributor Award.
December	<ul style="list-style-type: none"> • Top 50 Mid Capitalization Public Listed Companies in Indonesia" and "The Best Responsibility of the Boards from IICD • Acknowledgement as the Authorized Economic Operator (AEO) from the Directorate General of Custom and Excise, Ministry of Finance Republic of Indonesia. • Achieved ISO14001:2015 Environmental Management System (EMS) certification for the scope of Design and Manufacturing of Filters (Air, Oil, Fuel, Hydraulic)

Thank You

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