



Investor Relations

9M 2020 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

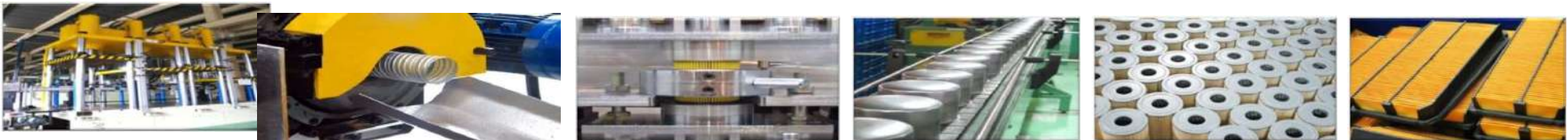
Production Plant - Indonesia



Kapuk Plant (Radiator Facilities)



Tangerang Plant (Filter Other Products & Subsidiaries)

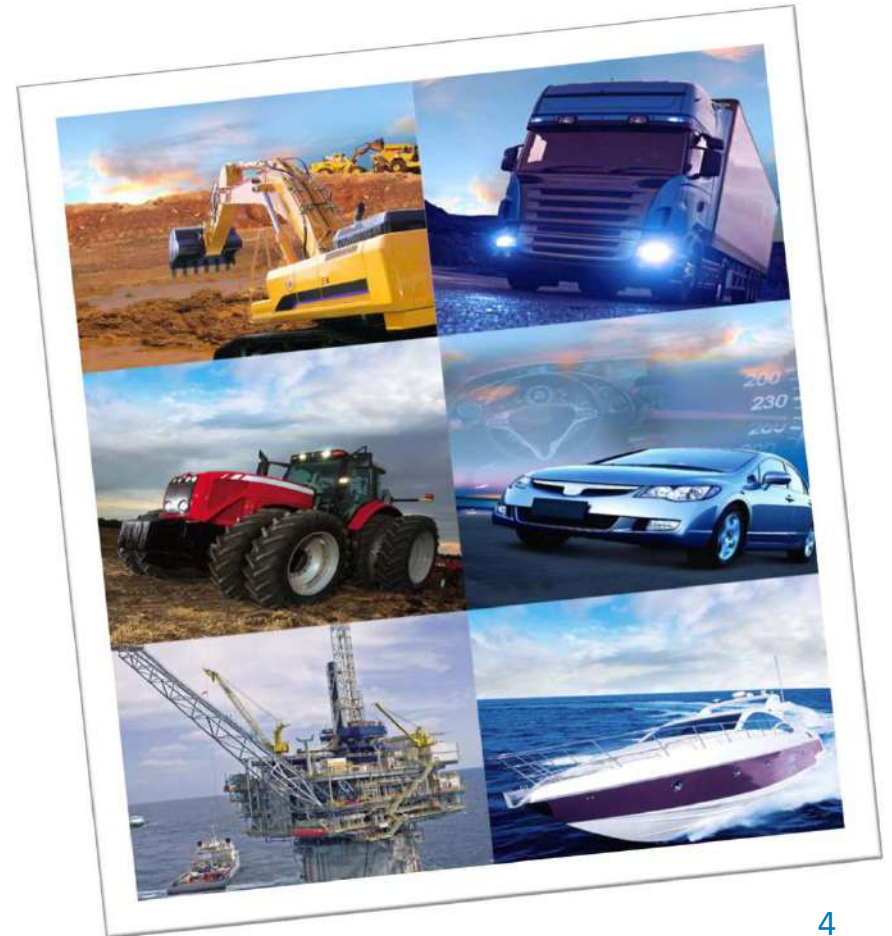


- **Filters : 96 millions pieces per year**

- **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)

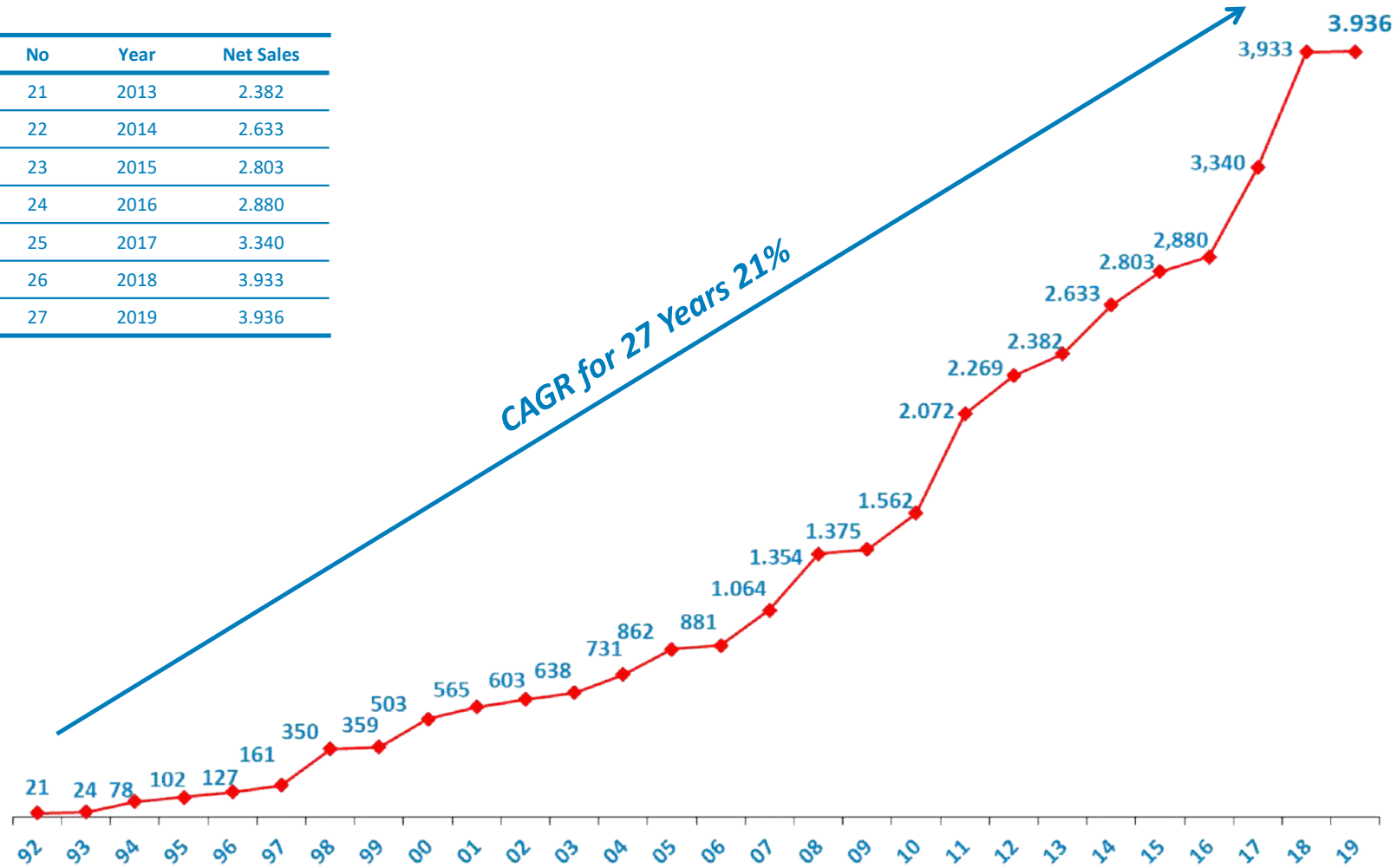
Radiators & Others

- **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)

27 Years Consecutive Sales Growth

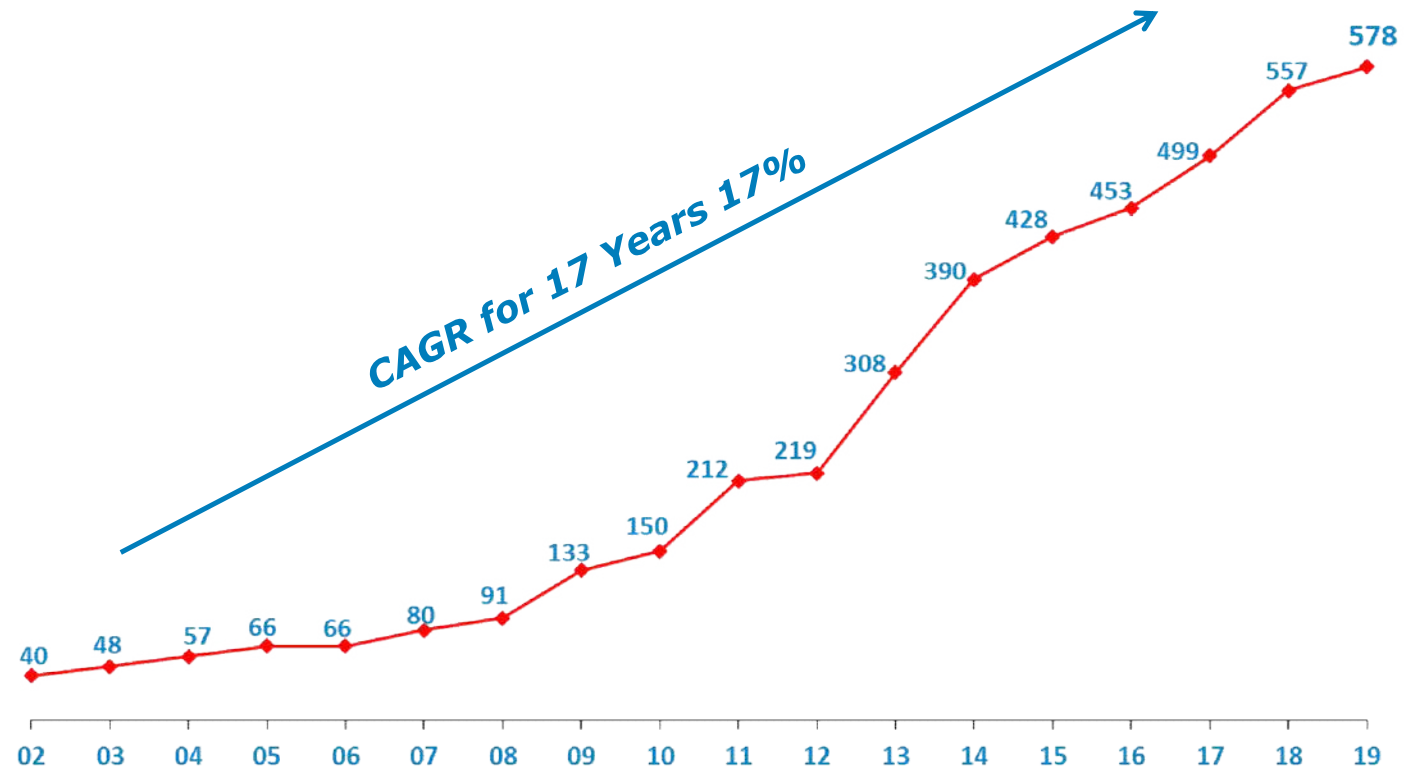
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

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



17 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
16	2018	557
17	2019	578

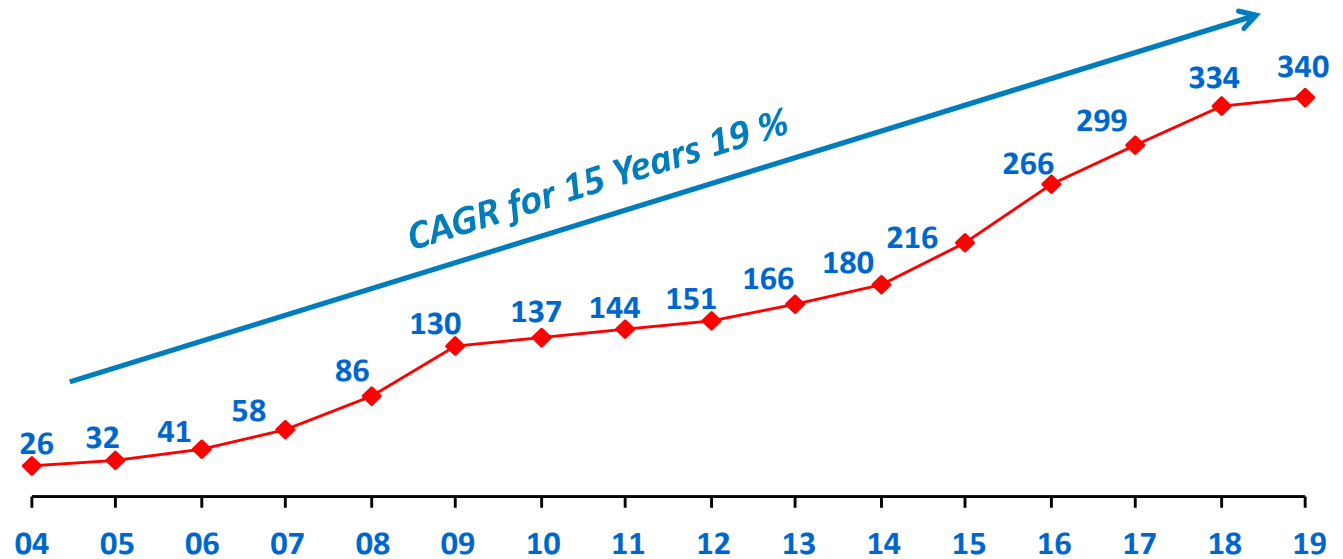


Amount in Billion Rupiah

15 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%
	2020	115,17 ^{*)}	203	57%

- Paid quarterly dividend since 2016
- Increased annually for 15 years






Dividend Distribution within year 2020 :

- Final Dividend For Financial Year 2019 : IDR 109 Bio on August 25, 2020
- *) 1st Interim Dividend For Financial Year 2020 : IDR 29 Bio on July 21, 2020
- *) 2nd Interim Dividend For Financial Year 2020 : IDR 86 Bio on September 24, 2020

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 9M 2020

	Position as per 30 September '20		Changes
Net Sales	IDR 2.303 T		(17%)
Profit for the Period*	IDR 353 B		(13%)
EPS	IDR 61		(13%)

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	9 Months Ended		Compare Q to Y	
	9M 2020	9M 2019	9M 2020	2019
Net Sales	2.303	2.786	2.303	3.936
Gross Profit	709	829	709	1.192
Income from Operation	498	578	498	823
Profit for the period attributable to:				
Owners of the parent entity	353	408	353	578
Non-controlling interests	37	42	37	61
Current Asset	2.165	1.997	2.165	2.138
Total Asset	3.238	2.978	3.238	3.107
Current Liabilities	345	416	345	461
Total Liabilities	642	618	642	665
Equity attributable to :				
Owners of the parent	2.223	2.025	2.223	2.089
Non-controlling Interests	373	336	373	353
EPS	61	71	61	100

Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	9M 2020	9M 2019	9M 2020	2019
Net Sales Growth	(17%)			
Total Asset Growth	9%			
Total Equity Growth	10%			
Gross Profit Margin	31%	30%	31%	30%
Operating Margin	22%	21%	22%	21%
Profit Margin*	15%	15%	15%	15%
Return on Assets	12%	15%	12%	21%
Return on Equity	15%	19%	15%	26%
Total Debt / Total Assets	20%	21%	20%	21%
Total Debt / Total Equity	25%	26%	25%	27%
Current Ratio	627%	480%	627%	464%

Sales Performance 9M 2020 (9 Months Ended)

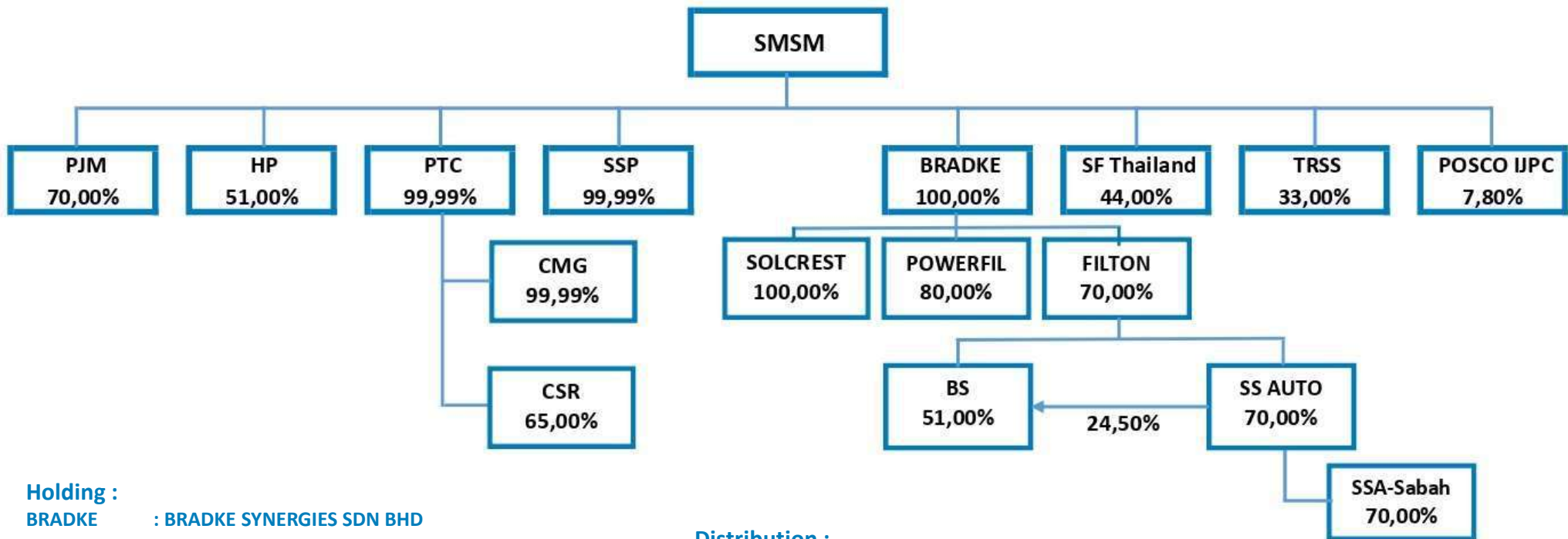
Market	Sales (IDR)				Increase /(Decrease)	
	9M 2020	%	9M 2019	%	IDR	%
Indonesia	684	30%	947	34%	(262)	(28%)
Overseas	1.619	70%	1.839	66%	(221)	(12%)
Total	2.303	100%	2.786	100%	(483)	(17%)

Product	Sales (IDR)				Increase /(Decrease)	
	9M 2020	%	9M 2019	%	IDR	%
Filter	1.716	75%	2.049	74%	(332)	(16%)
Radiator	236	10%	249	9%	(13)	(5%)
Body Maker	58	3%	190	7%	(132)	(69%)
Trading	721	31%	704	25%	16	2%
Others	210	9%	286	10%	(75)	(26%)
(Elimination)	(638)	(28%)	(691)	(25%)	53	8%
Total	2.303	100%	2.786	100%	(483)	(17%)

Sales by Geographical

Geographical	9M 2020		9M 2019		Inc / (Dec)
	IDR	%	IDR	%	
Indonesia	684	30%	947	34%	(28%)
Overseas					
Asia	727	32%	840	30%	(13%)
America	344	15%	399	14%	(14%)
Europe	301	13%	327	12%	(8%)
Australia	202	9%	224	8%	(10%)
Africa	43	2%	49	2%	(11%)
Total	2.303	100%	2.786	100%	(17%)

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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2020 (U)	9M 2019 (U)		9M 2020 (U)	2019 (A)
Net Sales	557.47	657.33	(15%)	557.47	888.21
Gross Profit	139.55	144.46	(3%)	139.55	209.44
Operating Profit	122.31	109.67	12%	122.31	156.46
Profit for The Period	94.83	81.04	17%	94.83	116.13
Total Current Assets	454.30	405.01	12%	454.30	419.94
Total Assets	579.66	532.18	9%	579.66	540.11
Total Current Liabilities	66.98	89.07	(25%)	66.98	77.79
Total Liabilities	114.47	121.73	(6%)	114.47	111.65
Total Equity	465.19	410.45	13%	465.19	428.46

U= Unaudited Amount in Billion Rupiah

A= Audited



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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2020 (U)	9M 2019 (U)		9M 2020 (U)	2019 (A)
Net Sales	86.81	225.46	(61%)	86.81	335.26
Gross Profit	(0.07)	35.48	(100%)	(0.07)	50.91
Operating Profit	(8.36)	25.31	(133%)	(8.36)	36.33
Profit for The Period	(8.93)	19.13	(147%)	(8.93)	27.37
Total Current Assets	142.73	158.46	(10%)	142.73	168.12
Total Assets	224.70	238.07	(6%)	224.70	249.99
Total Current Liabilities	7.66	29.74	(74%)	7.66	27.96
Total Liabilities	29.97	41.73	(28%)	29.97	46.35
Total Equity	194.72	196.34	(1%)	194.72	203.63

U= Unaudited Amount in Billion Rupiah
A= Audited



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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2020 (U)	9M 2019 (U)		9M 2020 (U)	2019 (A)
Net Sales	359.74	371.13	(3,1%)	359.74	519.07
Gross Profit	75.63	88.90	(15%)	75.63	117.00
Operating Profit	44.36	62.18	(29%)	44.36	72.96
Profit for The Period	33.98	48.14	(29%)	33.98	56.13
Total Current Assets	285.46	259.59	10%	285.46	284.19
Total Assets	318.35	276.71	15%	318.35	301.94
Total Current Liabilities	77.95	74.19	5%	77.95	99.66
Total Liabilities	101.11	80.74	25%	101.11	108.38
Total Equity	217.23	195.97	11%	217.23	193.56



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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2020 (U)	9M 2019 (U)		9M 2020 (U)	2019 (A)
Net Sales	122.63	153.44	(20%)	122.63	209.08
Gross Profit	19.05	26.06	(27%)	19.05	35.52
Operating Profit	13.99	22.20	(37%)	13.99	27.65
Profit for The Period	10.74	16.71	(36%)	10.74	20.82
Total Current Assets	70.62	86.40	(18%)	70.62	80.02
Total Assets	112.36	116.49	(4%)	112.36	107.77
Total Current Liabilities	23.72	32.03	(26%)	23.72	20.50
Total Liabilities	39.50	37.35	6%	39.50	30.25
Total Equity	72.86	79.14	(8%)	72.86	77.52

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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2020 (U)	9M 2019 (U)		9M 2020 (U)	2019 (A)
Net Sales	92.37	109.13	(15%)	92.37	147.85
Gross Profit	32.06	41.10	(22%)	32.06	54.93
Operating Profit	7.69	14.08	(45%)	7.69	19.97
Profit for The Period	6.55	10.52	(38%)	6.55	13.28
Total Current Assets	74.12	77.60	(4%)	74.12	71.88
Total Assets	132.52	133.72	(0,9%)	132.52	132.79
Total Current Liabilities	22.14	26.61	(17%)	22.14	24.76
Total Liabilities	34.46	35.99	(4%)	34.46	36.07
Total Equity	98.06	97.73	0,3%	98.06	96.72



Sure Filter (Thailand) Co., Ltd. – 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2020 (U)	9M 2019 (U)		9M 2020 (U)	2019 (A)
Net Sales	198.09	199.00	(0,5%)	198.09	261.61
Gross Profit	71.57	56.97	26%	71.57	75.27
Operating Profit	26.84	19.82	35%	26.84	21.78
Profit for The Period	20.95	16.93	24%	20.95	17.17
Total Current Assets	156.36	149.37	5%	156.36	148.30
Total Assets	250.77	248.54	1%	250.77	246.08
Total Current Liabilities	64.39	80.90	(20%)	64.39	76.36
Total Liabilities	76.82	100.79	(24%)	76.82	93.09
Total Equity	173.94	147.75	18%	173.94	152.99

PT POSCO Indonesia Jakarta Processing Center (Associate Company)

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

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2020 (U)	9M 2019 (U)		9M 2020 (U)	2019 (A)
Net Sales	67.99	92.13	(26%)	67.99	122.45
Gross Profit	0.38	4.39	(91%)	0.38	5.02
Operating Profit	(1.36)	2.86	(147%)	(1.36)	3.11
Profit for The Period	(3.09)	2.07	(249%)	(3.09)	2.10
Total Current Assets	75.28	65.90	14%	75.28	52.09
Total Assets	98.61	78.56	26%	98.61	64.20
Total Current Liabilities	57.98	61.22	(5%)	57.98	46.38
Total Liabilities	58.91	61.63	(4%)	58.91	47.29
Total Equity	39.70	16.92	135%	39.70	16.91



PT Tokyo Radiator Selamat Sempurna (Associate Company)

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

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2020 (U)	9M 2019 (U)		9M 2020 (U)	2019 (U)
Net Sales	42.31	64.70	(35%)	42.31	83.51
Gross Profit	12.18	17.50	(30%)	12.18	22.61
Operating Profit	4.78	8.51	(44%)	4.78	11.03
Profit for The Period	4.03	8.60	(53%)	4.03	11.35
Total Current Assets	86.64	80.21	8%	86.64	82.28
Total Assets	121.79	98.58	24%	121.79	100.26
Total Current Liabilities	12.37	11.86	4%	12.37	11.03
Total Liabilities	30.01	13.57	121%	30.01	12.51
Total Equity	91.78	85.01	8%	91.78	87.75

U= Unaudited Amount in Billion Rupiah



🔍 Sakura Filter Indonesia

tokopedia
official store

Shopee Mall

blibli.com
Official Store

bukamall



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