



**PT SELAMAT SEMPURNA Tbk**

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

## Investor Relations

### 9M 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)

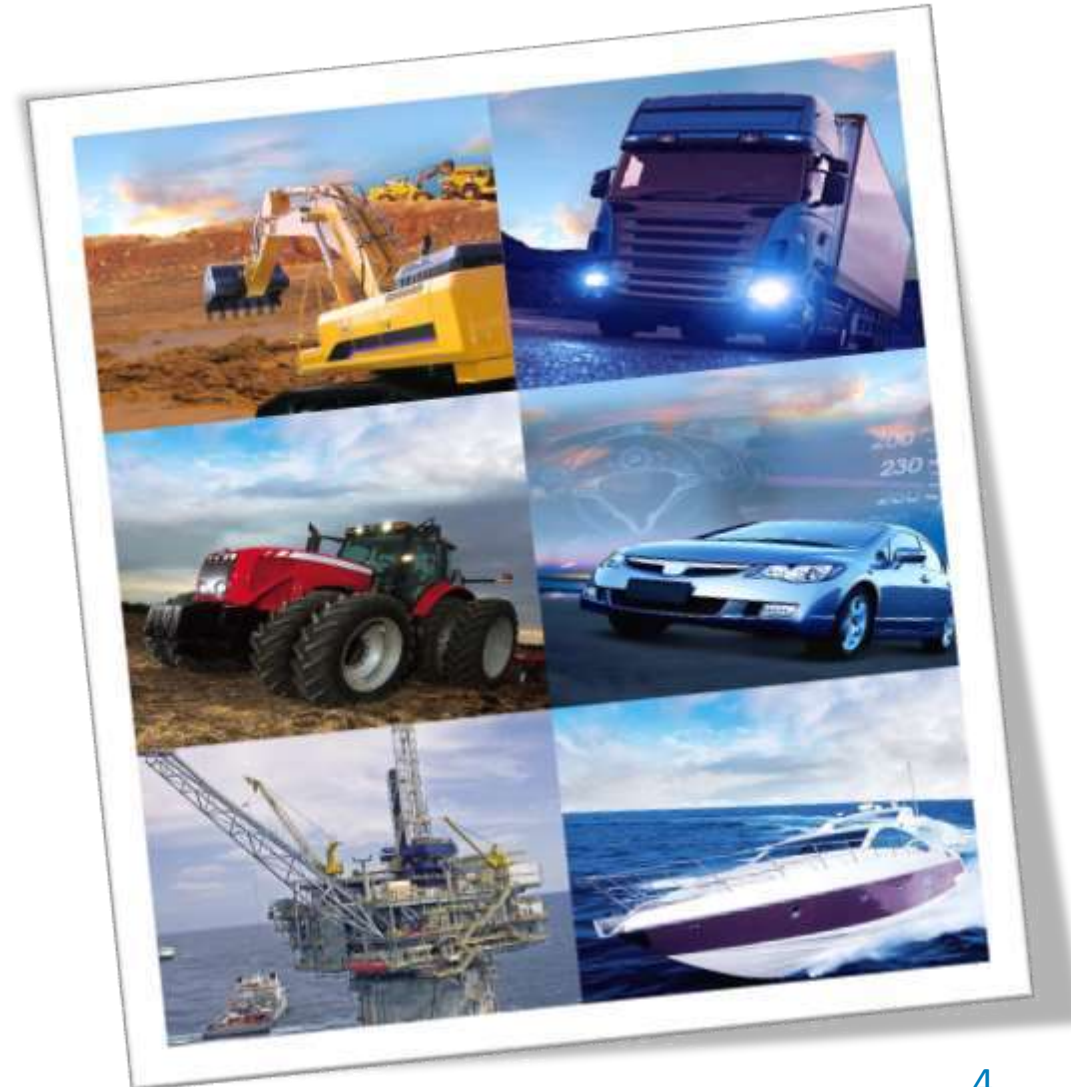


- Filters : 96 millions pieces per year

- 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)

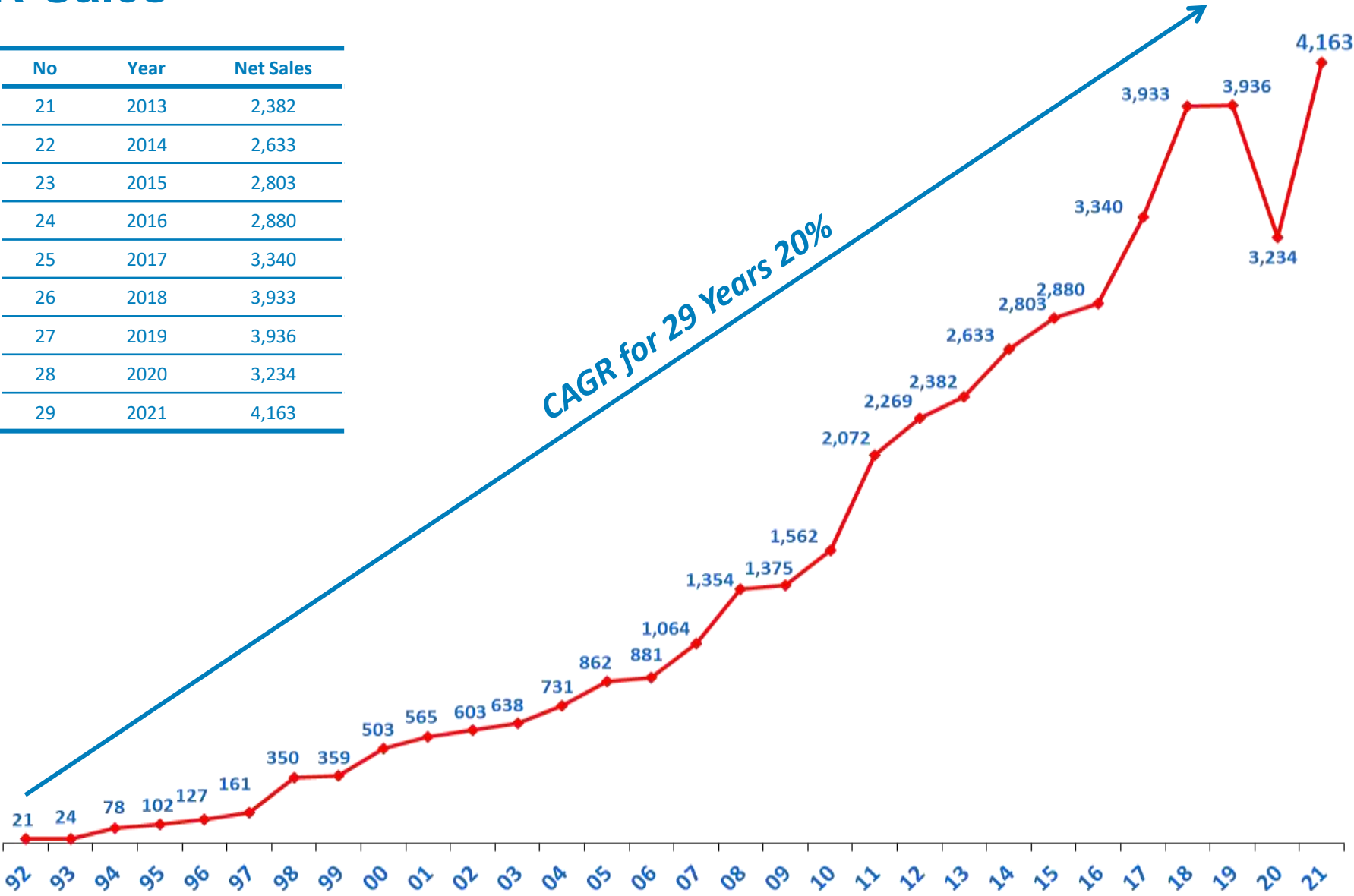
## Radiators & Others

- **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)

# 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



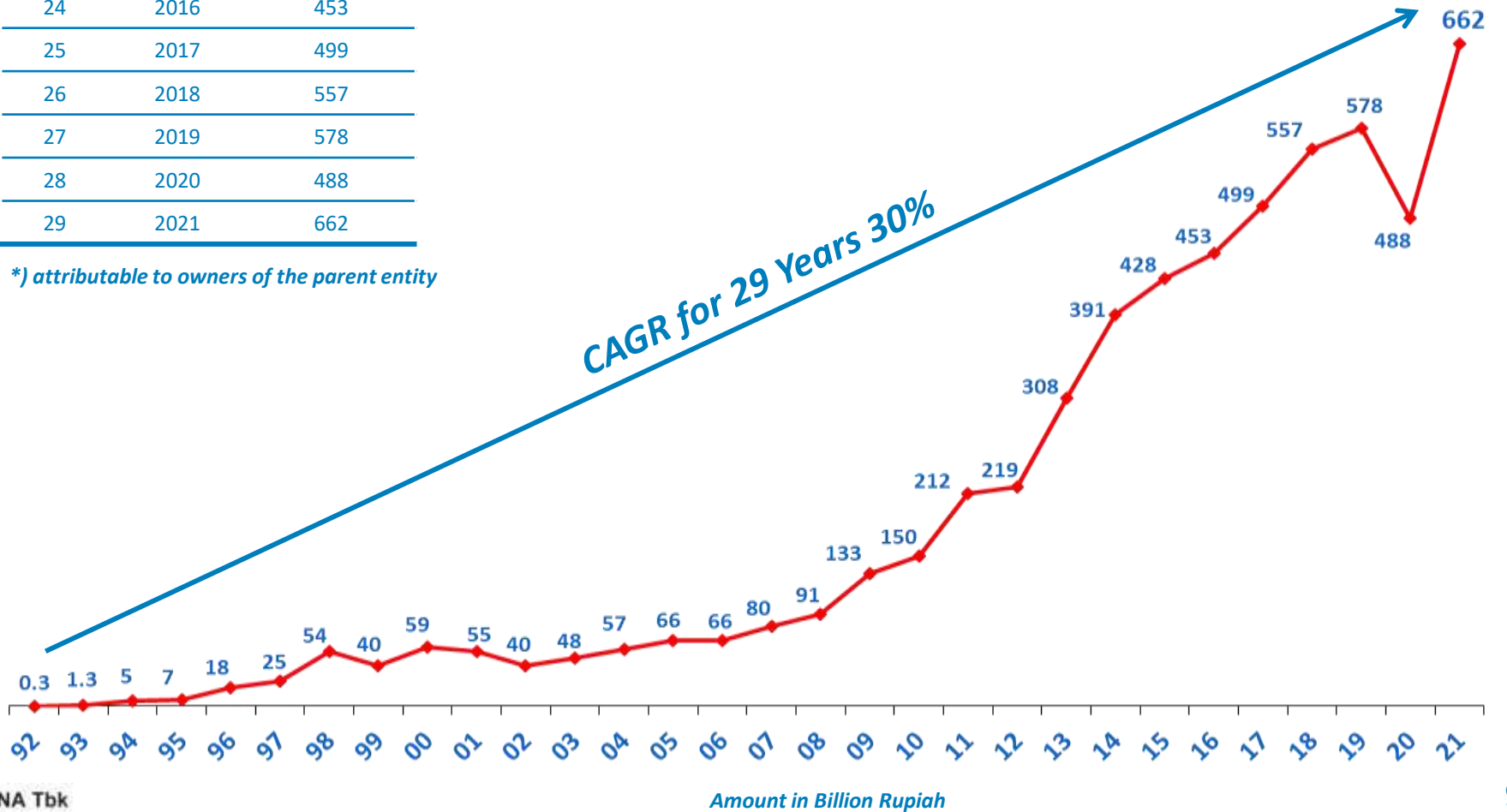


# 29 Years of CAGR Net Income

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



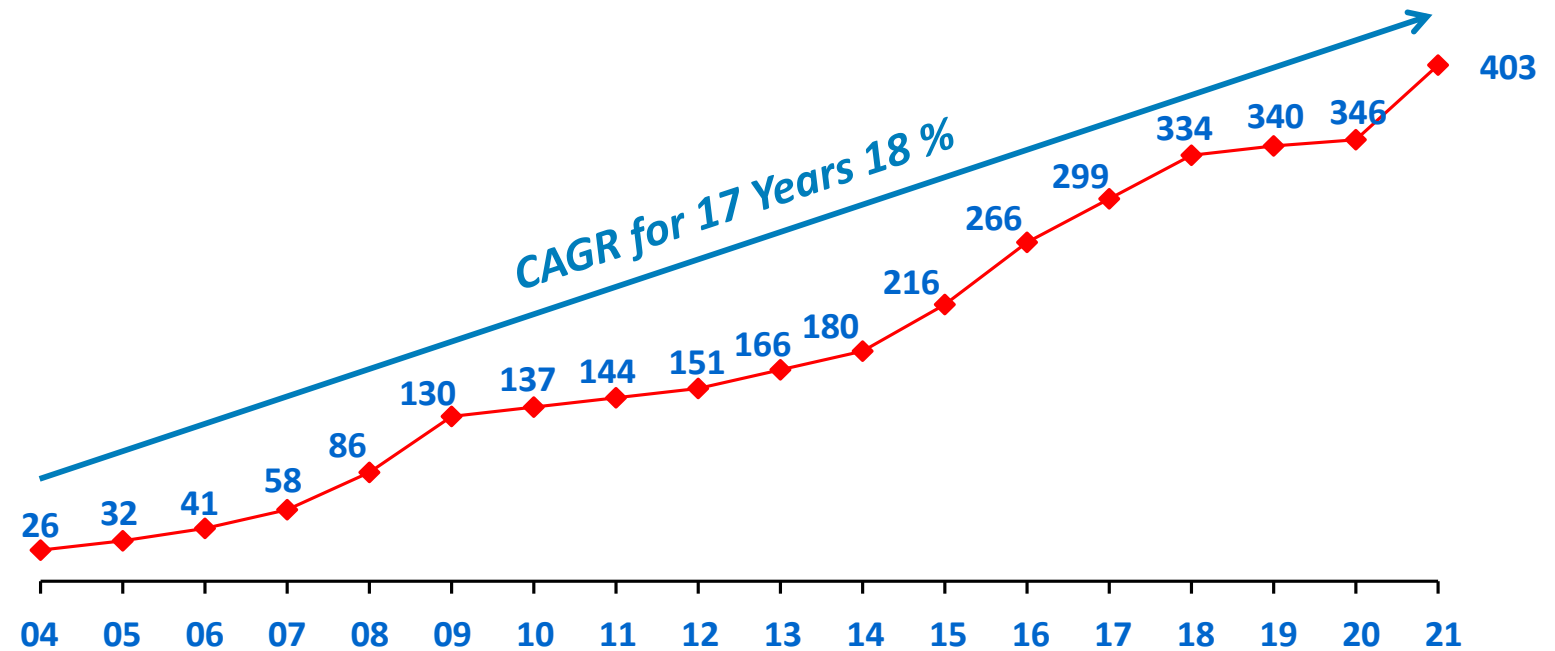
# 17 Years Consecutive Dividend Payment Growth

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%
	2022	374.08 <sup>*)</sup>	639	59%

**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 17 years



**Dividend Distribution within year 2022 :**




Final Dividend For 2021 Financial Year : IDR 115 Bio on August 23, 2022

<sup>\*)</sup> 1<sup>st</sup> Interim Dividend For 2022 Financial Year : IDR 86 Bio on May 31, 2022

<sup>\*)</sup> 2<sup>nd</sup> Interim Dividend For 2022 Financial Year : IDR 144 Bio on September 21, 2022

<sup>\*)</sup> 3<sup>rd</sup> Interim Dividend For 2022 Financial Year : IDR 144 Bio on November 23, 2022

# Summary Performance 9M 2022

	9 Months ended 30 September 2022		Changes
Net Sales	IDR 3.649 T		21%
Profit for the Period*	IDR 639 B		30%
EPS	IDR 111		30%

*\* attributable to owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	9 Months Ended		Increase / (Decrease)	%	Compare Q to Y	
	9M 2022	9M 2021			9M 2022	2021
Net Sales	3,649	3,023	626	21%	3,649	4,163
Gross Profit	1,162	962	200	21%	1,162	1,337
Operating Profit	884	684	200	29%	884	931
Profit for the period attributable to:						
Owners of the parent entity	639	492	147	30%	639	662
Non-controlling Interests	66	49	17	35%	66	66
Current Assets	3,191	2,753	438	16%	3,191	2,795
Total Assets	4,385	3,857	528	14%	4,385	3,869
Current Liabilities	822	658	164	25%	822	669
Total Liabilities	1,175	988	186	19%	1,175	957
Equity attributable to:						
Owners of the Company Entity	2,805	2,482	323	13%	2,805	2,521
Non-controlling Interests	405	386	19	5%	405	391
EPS	111	85	26	30%	111	115

# Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	9M 2022	9M 2021	9M 2022	2021
Net Sales Growth	21%			
Total Asset Growth	14%		13%	
Total Equity Growth	12%		10%	
Gross Profit Margin	32%	32%	32%	32%
Operating Margin	24%	23%	24%	22%
Profit Margin*	18%	16%	18%	16%
Return on Assets	16%	14%	16%	19%
Return on Equity *	20%	17%	20%	23%
Total Debt/Total Assets	27%	26%	27%	25%
Total Debt/Total Equity	37%	34%	37%	33%
Current Ratio	388%	418%	388%	418%

## Sales Performance 9M 2022 (9 Months Ended)

Market	Sales (IDR)				Increase /(Decrease)	
	9M 2022	%	9M 2021	%	IDR	%
Indonesia	1,340	37%	985	33%	355	36%
Overseas	2,309	63%	2,038	67%	271	13%
<b>Total</b>	<b>3,649</b>	<b>100%</b>	<b>3,023</b>	<b>100%</b>	<b>626</b>	<b>21%</b>

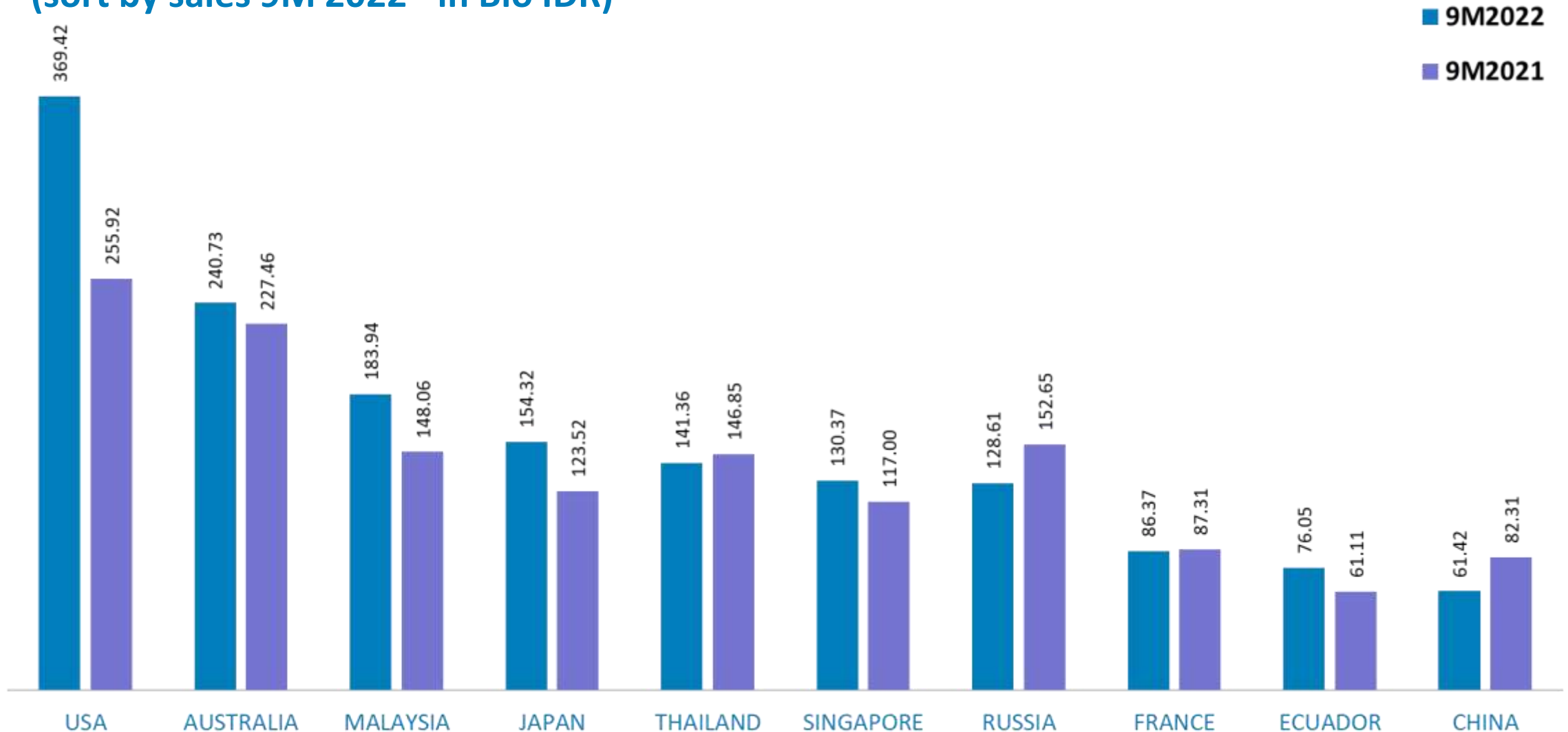
Product	Sales (IDR)				Increase /(Decrease)	
	9M 2022	%	9M 2021	%	IDR	%
Filter	2,576	71%	2,240	74%	336	15%
Radiator	406	11%	318	11%	88	28%
Body Maker	261	7%	153	5%	108	71%
Trading	1,000	27%	882	29%	118	13%
Others	319	9%	308	10%	11	4%
(Elimination)	(913)	(25%)	(878)	(29%)	35	4%
<b>Total</b>	<b>3,649</b>	<b>100%</b>	<b>3,023</b>	<b>100%</b>	<b>626</b>	<b>21%</b>

## Sales by Geographical

Geographical	9M 2022		9M 2021		Inc / (Dec)
	IDR	%	IDR	%	
Indonesia	1,340	37%	985	33%	36%
Overseas					
Asia	946	26%	830	27%	14%
America	614	17%	440	15%	40%
Europe	412	11%	456	14%	(10%)
Australia	272	7%	263	9%	3%
Africa	66	2%	50	2%	31%
<b>Total</b>	<b>3,649</b>	<b>100%</b>	<b>3,023</b>	<b>100%</b>	<b>21%</b>

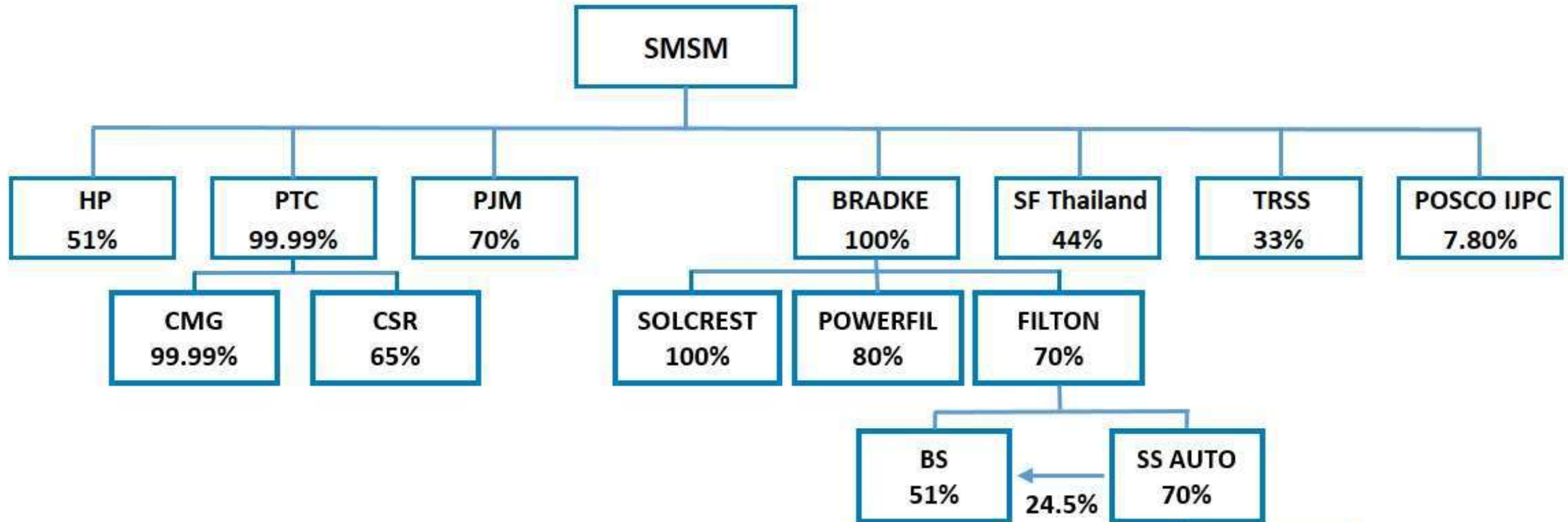
# Top 10 Export Destinations by Countries

(sort by sales 9M 2022 - in Bio IDR)





# Structure of Company with the Subsidiaries and Associates



## Holding :

BRADKE : BRADKE SYNERGIES SDN. BHD.

## Manufacture :

HP : PT HYDRAXLE PERKASA

PJM : PT PANATA JAYA MANDIRI

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.

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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2022 (U)	9M 2021 (U)		9M 2022 (U)	2021 (A)
Net Sales	893	704	27%	893	975
Gross Profit	183	146	25%	183	217
Operating Profit	154	123	25%	154	171
Profit for The Period	121	97	25%	121	134
Total Current Assets	615	556	11%	615	577
Total Assets	744	685	9%	744	692
Total Current Liabilities	166	151	10%	166	151
Total Liabilities	213	206	3%	213	198
Total Equity	530	479	11%	530	494

*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 2022 (U)	9M 2021 (U)		9M 2022 (U)	2021 (A)
Net Sales	293	183	60%	293	259
Gross Profit	60	21	181%	60	33
Operating Profit	49	13	284%	49	21
Profit for The Period	34	11	218%	34	17
Total Current Assets	210	175	20%	210	178
Total Assets	296	252	18%	296	255
Total Current Liabilities	52	19	176%	52	22
Total Liabilities	74	40	84%	74	44
Total Equity	222	212	5%	222	211

*U= Unaudited*

*Amount in Billion Rupiah*

*A= Audited*



## 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2022 (U)	9M 2021 (U)		9M 2022 (U)	2021 (A)
Net Sales	541	455	19%	541	615
Gross Profit	152	115	32%	152	157
Operating Profit	105	72	46%	105	105
Profit for The Period*	82	55	47%	82	81
Total Current Assets	436	368	18%	436	382
Total Assets	480	404	19%	480	418
Total Current Liabilities	130	114	14%	130	110
Total Liabilities	155	141	10%	155	137
Total Equity	325	263	24%	325	281

*U= Unaudited*

*Amount in Billion Rupiah*

*A= Audited*

*\*) 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2022 (U)	9M 2021 (U)		9M 2022 (U)	2021 (A)
Net Sales	128	107	20%	128	147
Gross Profit	43	39	11%	43	51
Operating Profit	15	12	25%	15	17
Profit for The Period	11	8	29%	11	11
Total Current Assets	97	95	3%	97	94
Total Assets	174	154	13%	174	150
Total Current Liabilities	38	34	10%	38	35
Total Liabilities	67	48	38%	67	45
Total Equity	107	106	1%	107	105



## 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	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2022 (U)	9M 2021 (U)		9M 2022 (U)	2021 (A)
Net Sales	242	226	7%	242	303
Gross Profit	70	73	(4%)	70	95
Operating Profit	13	20	(36%)	13	22
Profit for The Period	9	18	(51%)	9	18
Total Current Assets	225	183	23%	225	195
Total Assets	441	379	16%	441	403
Total Current Liabilities	136	86	58%	136	135
Total Liabilities	236	178	33%	236	207
Total Equity	204	201	2%	204	195



## 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 2022 (U)	9M 2021 (U)		9M 2022 (U)	2021 (U)
Net Sales	144	67	116%	144	96
Gross Profit	33	15	119%	33	24
Operating Profit	21	4	372%	21	10
Profit for The Period	18	4	306%	18	10
Total Current Assets	126	107	17%	126	122
Total Assets	154	137	13%	154	150
Total Current Liabilities	31	31	2%	31	39
Total Liabilities	50	47	6%	50	55
Total Equity	104	89	16%	104	94

- ❑ SMSM owns a 7.80% stake in POSCO IJPC
- ❑ *Joint venture* with POSCO and DAEWOO International Corporation

Financial Highlights	9 Months Ended		Inc/(Decr) %	Compare Q to Y	
	9M 2022 (U)	9M 2021 (U)		9M 2022 (U)	2021 (A)
Net Sales	214	134	60%	214	191
Gross Profit	7	9	(21%)	7	11
Operating Profit	4	7	(48%)	4	9
Profit for The Period	2	5	(66%)	2	6
Total Current Assets	151	101	50%	151	120
Total Assets	183	136	35%	183	154
Total Current Liabilities	134	89	51%	134	106
Total Liabilities	134	89	50%	134	106
Total Equity	49	46	6%	49	47



## 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 <sup>th</sup> 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
July	The Merger of PT Selamat Sempurna Tbk and PT Selamat Sempurna Perkasa,



🔍 Sakura Filter Indonesia

**tokopedia**  
official store

Shopee Mall

**blibli.com**  
Official Store

**bukamall**



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