

**Investor Relations  
FY 17 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

## Chronology of Listing & Capital Structure

Description	Date	Stocks Accumulated (Shares)	Nominal Value Accumulated (Rp.)
IPO	09 Sep 1996	34.400.000	17.200.000.000
Bonus Shares	11 Nov 1997	196.768.000	98.384.000.000
Bonus Shares	12 Aug 1999	259.733.760	129.866.880.000
Stock Split (1:5)	10 Jul 2003	1.298.668.800	129.866.880.000
Merger	28 Dec 2006	1.439.668.860	143.966.886.000
Stock Split (1:4)	02 Nov 2016	5.758.675.440	143.966.886.000

Capital Structure	No. of Shares	value per Share	Amount (Rp)
Authorized	8.000.000.000	25	200.000.000.000
Paid-Up	5.758.675.440	25	143.966.886.000
Market Cap	5.758.675.440	1.345	7.745.418.466.800

*(at the closing 31 March 2018)*

## Composition of Shareholders

Shareholders	Number of Shares Issued and Fully Paid	%	Amount
PT Adrindo IntiPerkasa	3.347.263.708	58,13%	83.681.592.700
Others (each with ownership interest below 5%)	2.411.411.732	41,87%	60.285.293.300
<b>Total</b>	<b>5.758.675.440</b>	<b>100,00%</b>	<b>143.966.886.000</b>

Share Ownership Dec 31,2017	Number of Investors	%	Number of Shares	%
Foreign Institutions	80	4,8751%	952.491.112	16,5401%
Local Institutions	36	2,1938%	3.865.918.368	67,1321%
Foreign Individuals	14	0,8531%	11.454.760	0,1989%
Local Individuals	1.494	91,0420%	923.006.812	16,0281%
Pension Fund	3	0,1828%	5.721.500	0,0994%
Broker	13	0,7922%	82.888	0,0014%
<b>Total</b>	<b>1.640</b>	<b>100,0000%</b>	<b>5.758.675.440</b>	<b>100,0000%</b>



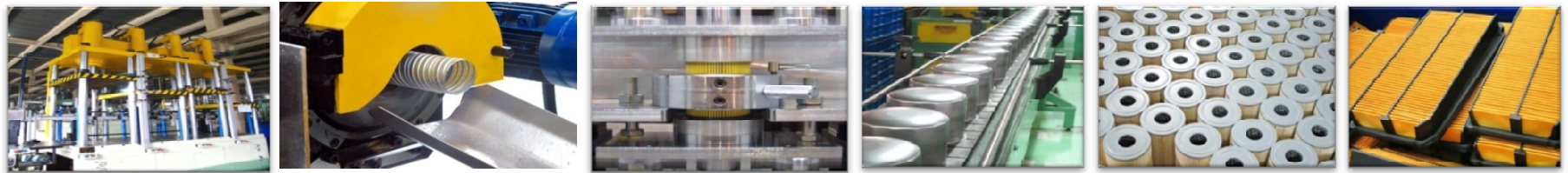
# Production Plant - Indonesia



**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



**RADIATOR**



**DUMP HOIST**



**COOLANT**



**BRAKE PARTS**

# List of OEM/OES

- ATLAS COPCO
- BEI BEN
- CARRIER
- CNHI
- CHEVROLET
- CMC
- DAIHATSU
- DOOSAN
- FOTON
- GEHL
- GREATWALL
- HINO
- HITACHI
- HONDA
- HUPPENKOTHEN
- HYUNDAI
- IHI
- ISEKI
- ISUZU
- JCB
- KIA
- KAITEC
- KOBELCO
- KUBOTA
- LINDE
- LONKING
- MAN
- MANITOU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SDE
- SHAN TUI
- SUMITOMO
- SUZUKI
- TAKEUCHI
- TCM
- TCIM
- TEREX
- TOYOTA
- UD TRUCKS
- 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)

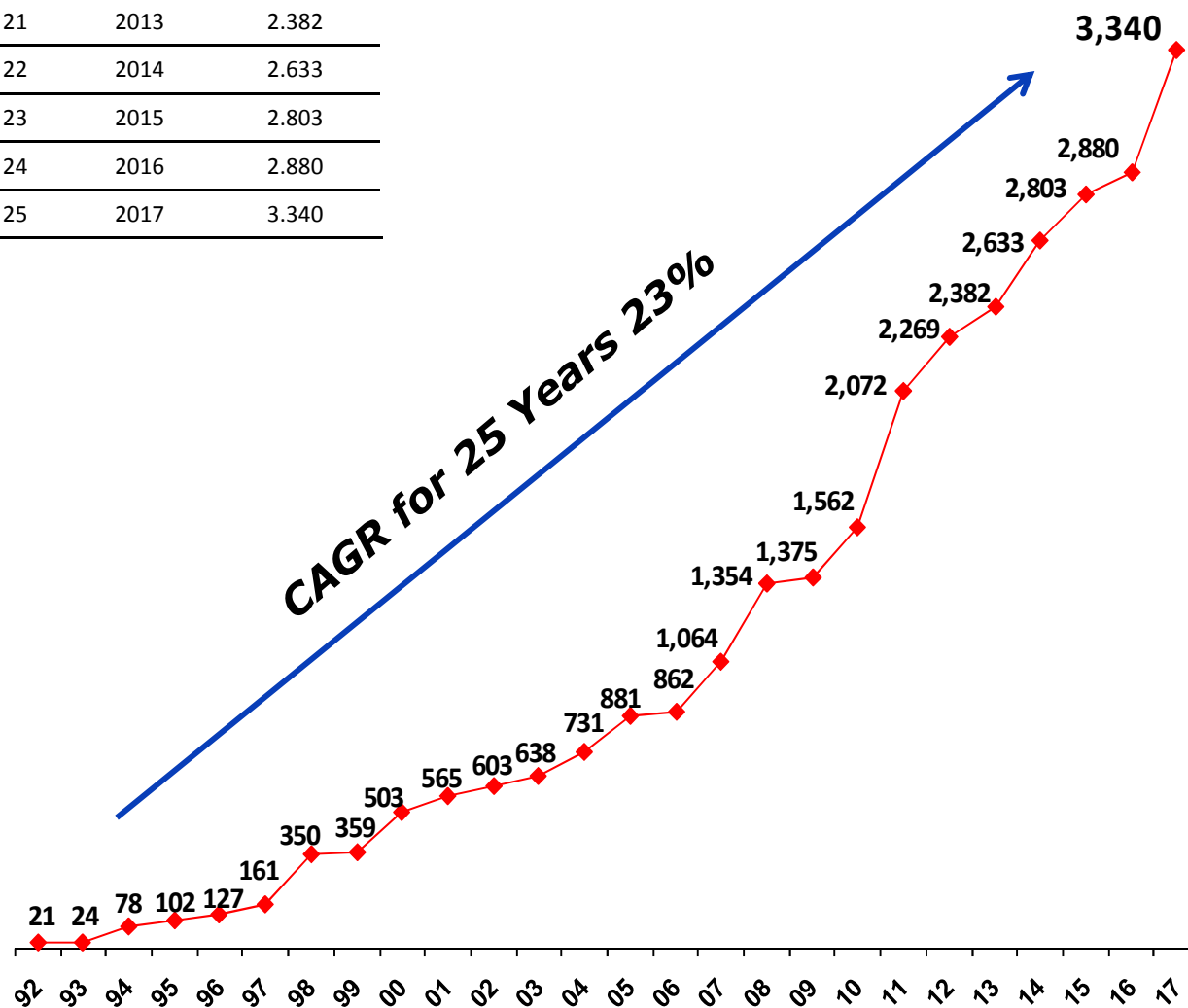
## Radiators & Others

- **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)

# 25 Years Consecutive Sales Growth

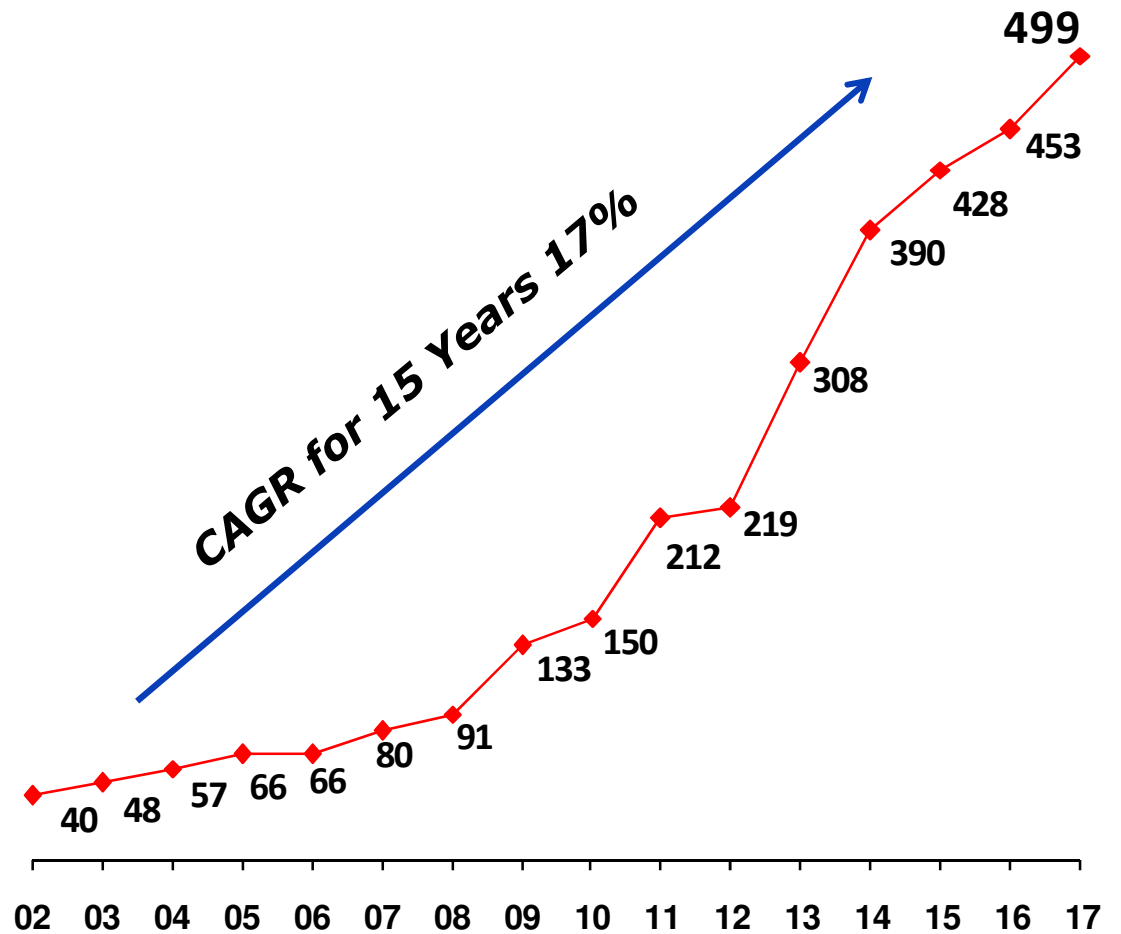
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

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

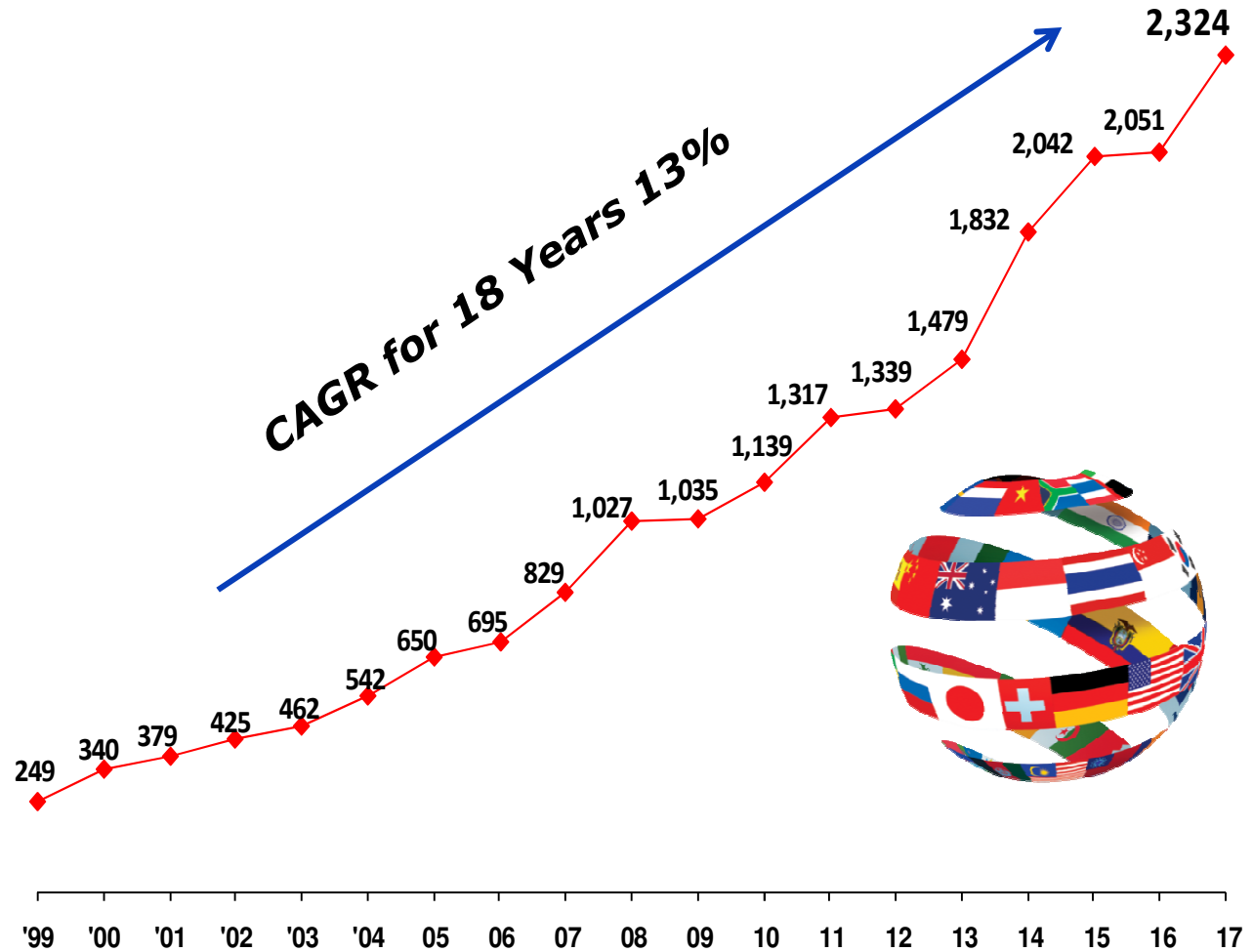
No	Year	Net Income
	2002	40
1	2003	48
2	2004	57
3	2005	66
4	2006	66
5	2007	80
6	2008	91
7	2009	133
8	2010	150
9	2011	212
10	2012	219
11	2013	308
12	2014	390
13	2015	428
14	2016	453
15	2017	499



Amount in Billion Rupiah

# 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

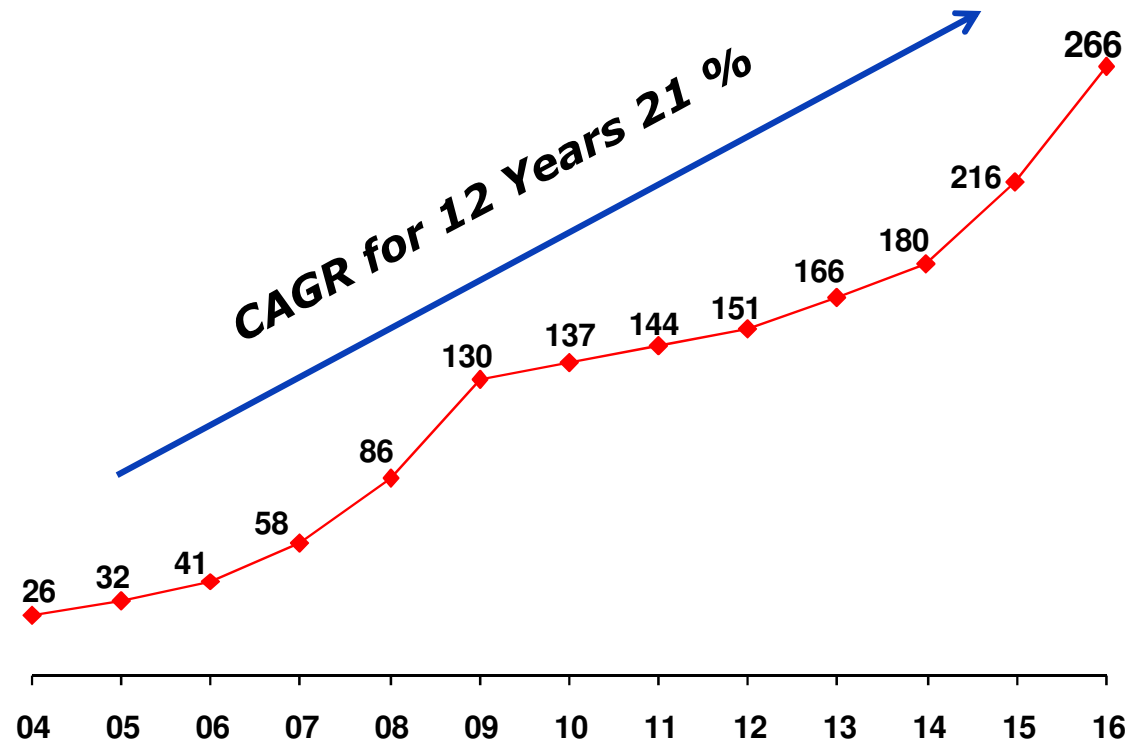




# 12 Years Consecutive Dividend Payment Growth

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%
	<b>2017</b>	<b>230*</b>	<b>499</b>	<b>66%</b>

- Paid quarterly dividend since 2016
- Increased annually for 12 years



### Dividend Distribution on year 2017 :

Final Dividend For Book Year 2016 : IDR 58 Bio on May 24, 2017

\*1<sup>st</sup> Interim Dividend For Book Year 2017 : IDR 58 Bio on May 30, 2017

\*2<sup>nd</sup> Interim Dividend For Book Year 2017 : IDR 86 Bio on Aug 24, 2017



\*3<sup>rd</sup> Interim Dividend For Book Year 2017 : IDR 86 Bio on Nov 24, 2017

**Final Dividend For Book Year 2017 will be declare on AGMS**

### 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 2017

	Position as per 31 Des' 17		Changes
<b>Net Sales</b>	Rp. 3,34 T		15,98%
<b>Net Income*</b>	Rp. 499 B		10,28%
<b>EPS</b>	Rp. 87		10,28%

*\* Attributable to Owners of the parent entity*

## Comparative Financial Highlights

Financial Highlights	2017	2016	Var	%Var
Net Sales	3.340	2.880	460	15,98%
Gross Profit	1.007	934	73	7,79%
Income from Operation	723	668	55	8,20%
Net Income attributable to:				
Equity holders of the Parent Company	499	453	46	10,28%
Non-controlling Interest	56	49	7	13,49%
Current Asset	1.570	1.454	116	7,96%
Total Asset	2.443	2.255	189	8,36%
Current Liabilities	417	508	(92)	(18,01%)
Total Liabilities	612	675	(63)	(9,27%)
Equity attributable to :				
Equity holders of the Parent Company	1.592	1.378	214	15,54%
Non-controlling Interest	236	202	34	16,84%
EPS	87	79	8	10,28%

## Financial Ratio

	Compare Y to Y	
	2017	2016
Net Sales Growth	16%	
Total Asset Growth	8%	
Equity Growth *)	16%	
Gross Profit Margin	30%	32%
Operating Profit Margin	22%	23%
Net Income Margin *)	15%	16%
Return on Assets	23%	22%
Return on Equity *)	30%	32%
Total Debt / Total Assets	25%	30%
Total Debt / Equity	34%	43%
Current Ratio	374%	286%

*\* Attributable to Owners of the parent entity*



## Sales Performance 2017

Market	Sales (Rp)				Increase /(Decrease)	
	2017	%	2016	%	Rp	%
Indonesia	1.016	30%	829	29%	188	22,68%
Overseas	2.324	70%	2,051	71%	272	13,27%
<b>Total</b>	<b>3.340</b>	<b>100%</b>	<b>2,880</b>	<b>100%</b>	<b>460</b>	<b>15,98%</b>

Product	Sales (Rp)				Increase /(Decrease)	
	2017	%	2016	%	Rp	%
Filter	2.470	74%	2.187	76%	283	12,92%
Radiator	338	10%	332	12%	6	1,86%
Body Maker	206	6%	106	4%	100	94,96%
Trading	776	23%	704	24%	72	10,28%
Others	360	11%	313	11%	47	15,05%
(Elimination)	(810)	(24%)	(762)	(26%)	(48)	(6,34%)
<b>Total</b>	<b>3.340</b>	<b>100%</b>	<b>2.880</b>	<b>100%</b>	<b>460</b>	<b>15,98%</b>

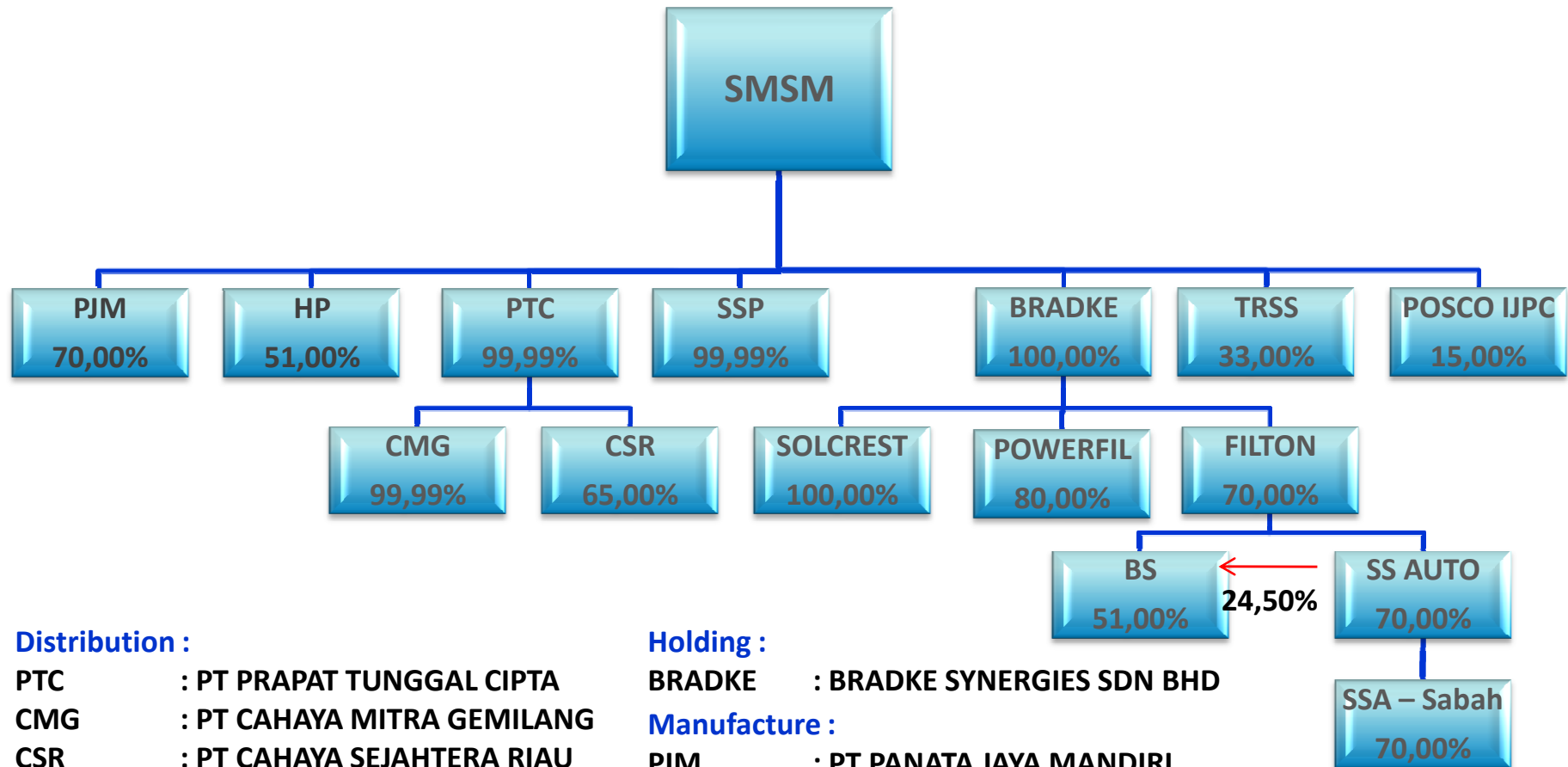
Amount In Billion Rupiah

## Sales by Region

Region	Sales (Rp)				Increase /(Decrease)	
	2017	%	2016	%	Rp	%
Indonesia	1.016	30.4%	829	28.8%	188	22.88%
Overseas :						
Asia	1.048	31.4%	916	31.8%	132	14.42%
America	555	16.6%	475	16.5%	80	16.86%
Europe	390	11.7%	344	11.9%	46	13.38%
Australia	278	8.3%	258	9.0%	19	7.53%
Africa	53	1.6%	59	2.0%	(5)	(9.18%)
<b>Total</b>	<b>3.340</b>	<b>100.0%</b>	<b>2.880</b>	<b>100.0%</b>	<b>460</b>	<b>15.98%</b>

*Amount in Billion Rupiah*

# Structure of Company with the Subsidiaries and Associates



## Distribution :

PTC : PT PRAPAT TUNGGAL CIPTA  
 CMG : PT CAHAYA MITRA GEMILANG  
 CSR : PT CAHAYA SEJAHTERA RIAU  
 SOLCREST : SOLCREST PTE 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

## 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


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

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

Financial Highlights	2017(A)	2016(A)	Inc/ (Decr) %
Net Sales	754	639	17,96%
Gross Profit	171	161	6,31%
Income From Operations	137	127	6,39%
Profit for the period	103	95	7,44%
Current Asset	294	296	2,06%
Total Asset	394	373	2,83%
Current Liabilities	75	109	(33,75%)
Total Liabilities	104	130	(28,26%)
Total Equity	290	242	19,58%

**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	2017(A)	2016(A)	Inc/ (Decr) %
Net Sales	254	155	63,30%
Gross Profit	50	32	57,38%
Income From Operations	35	21	66,80%
Net Income	27	16	61,35%
Current Asset	112	87	28,24%
Total Asset	187	165	13,20%
Current Liabilities	26	25	3,45%
Total Liabilities	37	38	(2,12%)
Total Equity	150	127	17,81%

**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	2017(A)	2016(A)	Inc/ (Decr) %
Net Sales	422	363	16,33%
Gross Profit	100	75	33,85%
Income From Operations	60	44	36,73%
Net Income	45	34	34,76%
Current Asset	186	170	9,22%
Total Asset	193	177	9,20%
Current Liabilities	51	47	8,20%
Total Liabilities	56	51	10,54%
Total Equity	137	126	8,66%

**Amount in Billion Rupiah**

**A = Audited**



## 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	2017(A)	2016(A)	Inc/ (Decr) %
Net Sales	213	195	9,24%
Gross Profit	33	34	(3,55%)
Income From Operations	28	29	(1,27%)
Net Income	21	22	(1,26%)
Current Asset	69	66	4,68%
Total Asset	94	88	7,11%
Current Liabilities	18	24	(25,68%)
Total Liabilities	23	28	(16,44%)
Total Equity	71	60	18,06%

**Amount in Billion Rupiah**

**A = Audited**

## 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	2017 (A)	2016 (A)	Inc/ (Decr) %
Net Sales	132	125	5,62%
Gross Profit	51	49	4,60%
Income From Operations	20	20	0,37%
Profit for the year	11	10	6,80%
Current Asset	74	72	2,86%
Total Asset	131	128	1,77%
Current Liabilities	28	31	(10,62%)
Total Liabilities	40	45	(11,93%)
Total Equity	91	83	9,21%

*Amount in Million Ringgit Malaysia*

*A = Audited*



## PT POSCO Indonesia Jakarta Processing Center (Associate Company)

- Established in 2005
- Formerly PT International Steel Indonesia
- SMSM owns a 15% stake in POSCO IJPC
- Joint venture* with POSCO and DAEWOO International Corporation
- Scope of activities mainly steel processing

Financial Highlights	2017 (A)	2016 (A)	Inc/ (Decr) %
Net Sales	89,38	75,18	18,88%
Gross Profit	5,12	9,28	(44,80%)
Net Income	1,25	5,08	(75,46%)
Asset	58,37	58,08	0,50%
Liabilities	44,13	45,03	(2,02%)
Equity	14,24	13,05	9,18%

**Amount in Million USD**      **A = Audited**



## PT Tokyo Radiator Selamat Sempurna (Associate Company)

- ❑ Established in 2012 , Commercial Operation on June , 2013
- ❑ SMSM owns a 33% stake in TRSS
- ❑ *Joint venture* with Tokyo Radiator Mfg. Co. Ltd
- ❑ Scope of activities mainly manufacture heat exchanger for OE Market in Indonesia

Financial Highlights	2017 (U) Jan-Dec	2016 (U) Jan-Dec	Inc/ (Decr) %
Net Sales	96,12	84,85	13,29%
Gross Profit	27,80	19,42	43,14%
Net Income/(Loss)	12,58	7,61	65,40%
Asset	86,79	67,04	29,45%
Liabilities	14,53	7,38	97,05%
Equity	72,25	59,67	21,09%

**Amount in Billion IDR**

**U = Unaudited [01 Jan – 31 Dec]  
Company Fiscal Year : 01 Apr – 31 Mar**



# Achievement 2017

Month	Description
March	Special Mention for Strong Growth in Stock and Financial Performance in Miscellaneous Industry" at Indonesia Investment Award 2017
April	Top-50 MidCap Public Listed Companies and The Best Equitable Treatment of Shareholders in the IICD CG Appreciation 2017
May	<ul style="list-style-type: none"> <li>• Best Listed Company 2017 in "Diversified Manufacturing Sector " from Investor Magazine</li> <li>• The Best Vendor Contribution for Automobile Parts 2016 from PT Suzuki Indomobil Motor.</li> <li>• The Best Vendor Performance 2016 from PT Suzuki Indomobil Motor</li> </ul>
August	One of 30 resilient corporations over the other 600 public companies in Indonesia from ITB
Nov	<ul style="list-style-type: none"> <li>•TOP Emiten 2017 in the sector of Automotive &amp; Component by Indonesia Business News magazine and Asia Business Research Center</li> <li>•100 Fastest Growing Companies 2017 by Info Bank</li> <li>•Top 50 of Mid Market Capitalization Public Listed Companies and The Best Non Financial Sector.</li> </ul>

**Thank You**

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