

Investor Relations
9M17 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

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
- 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)

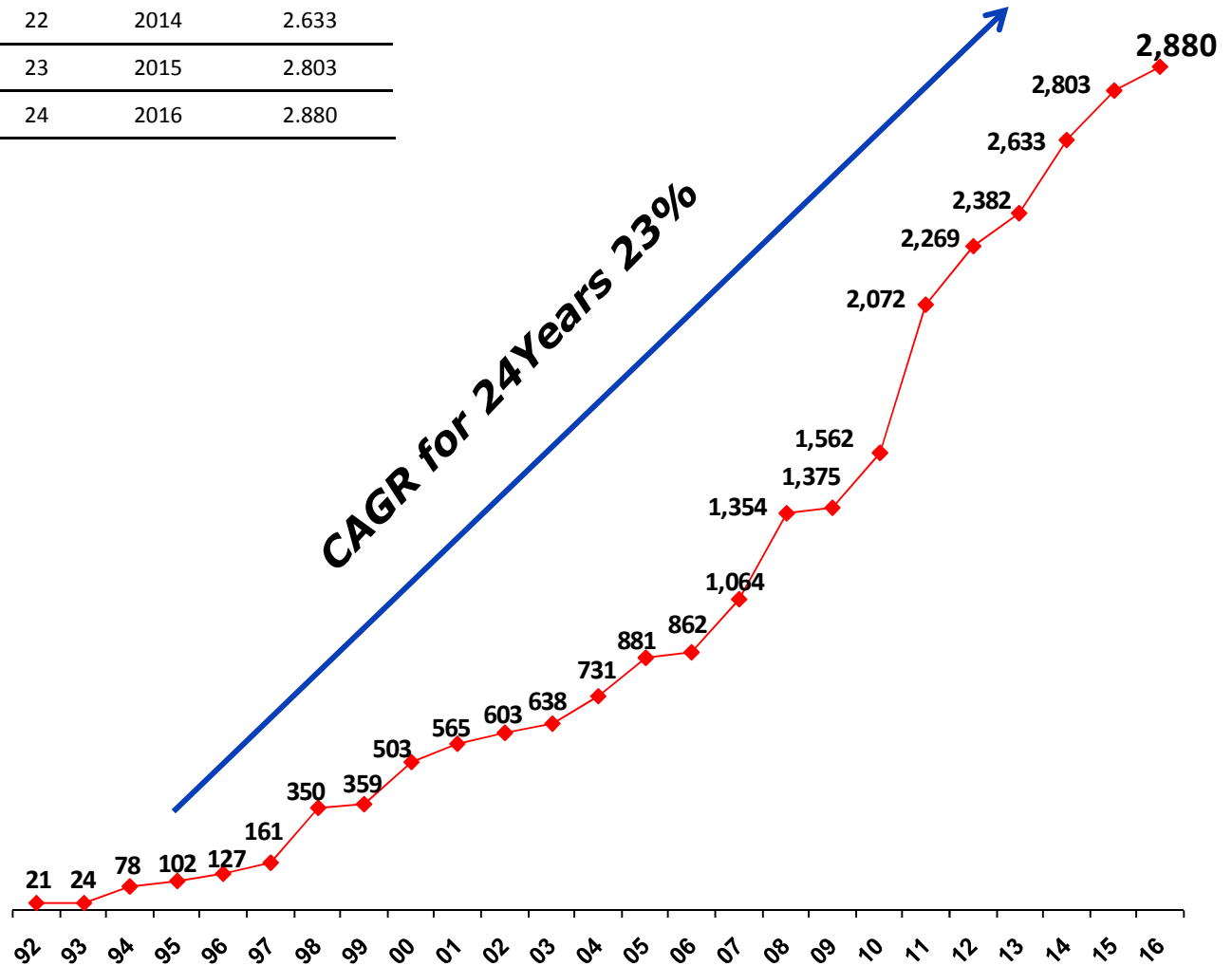
Radiators & Others

- **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)

24 Years Consecutive Sales Growth

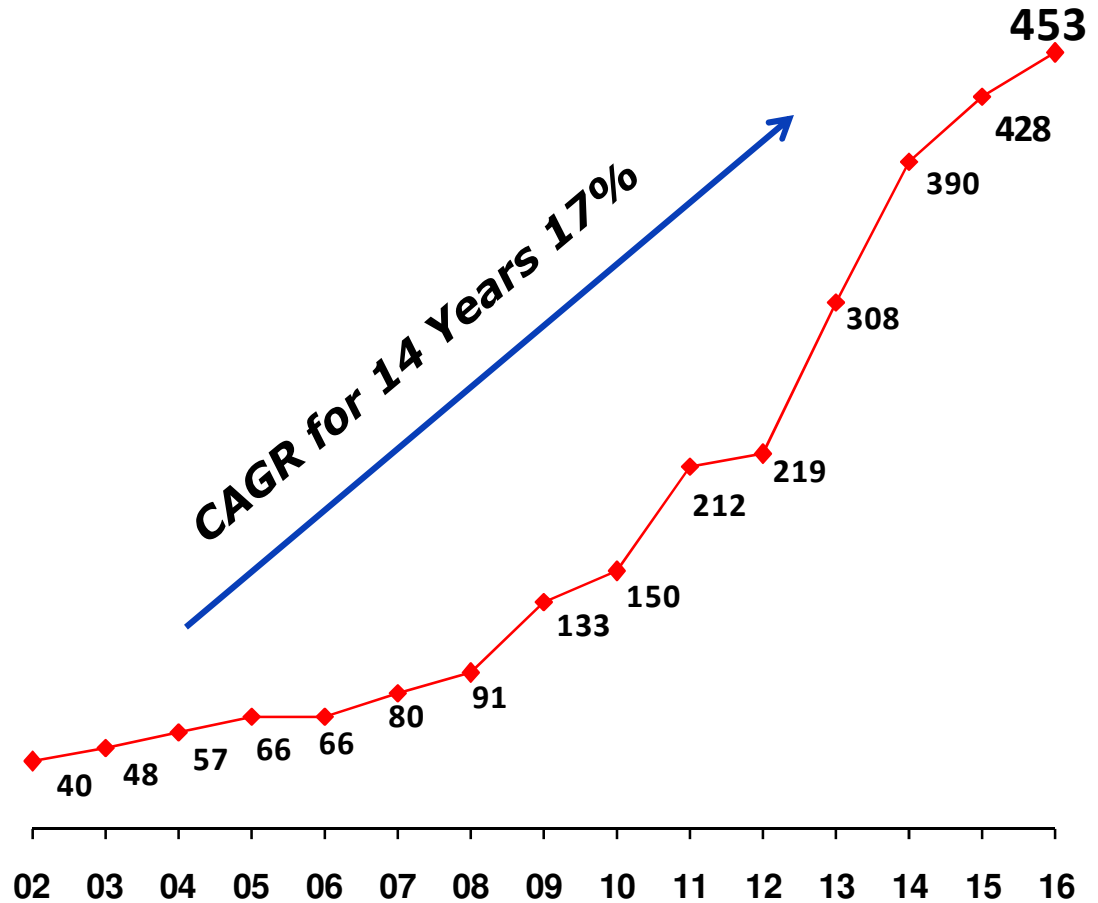
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

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



14 Years Consecutive Net Income

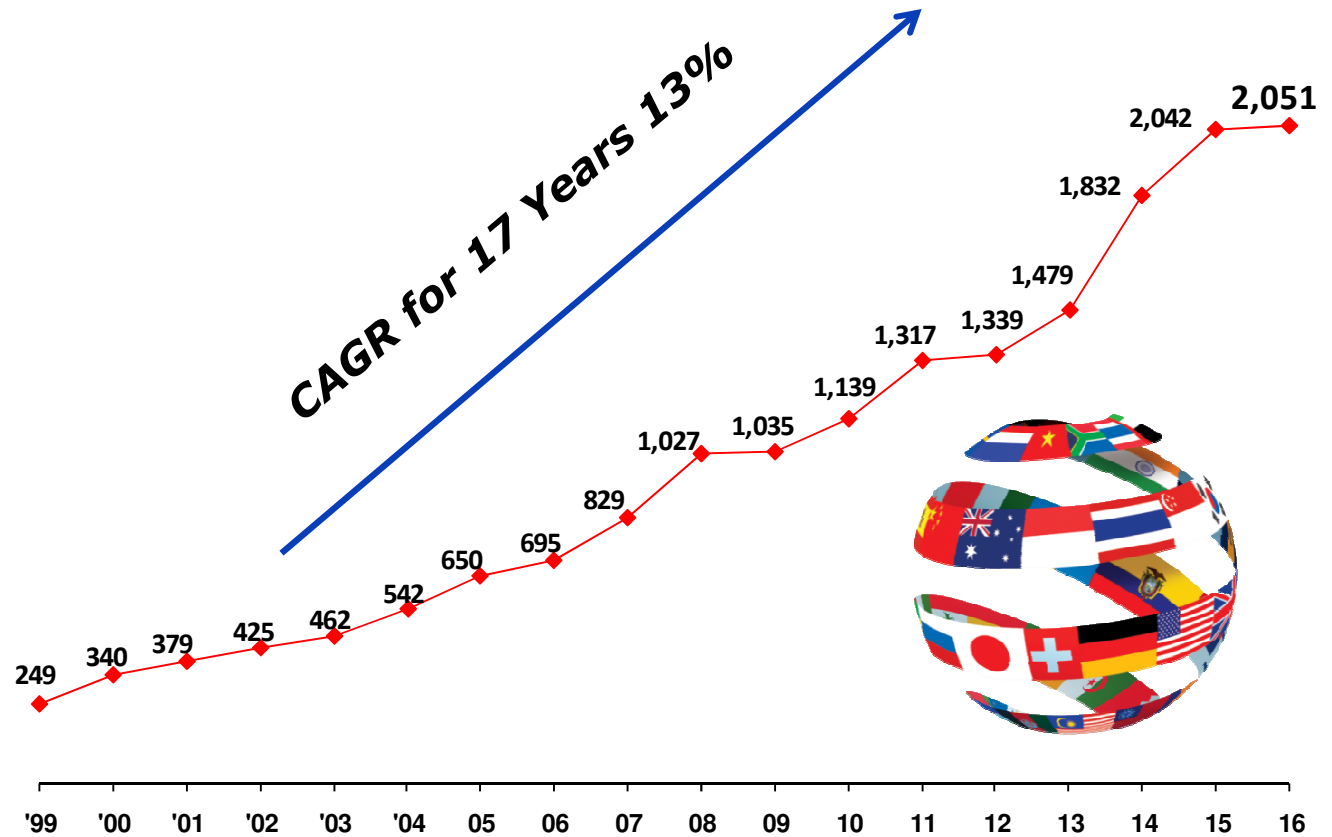
No	Year	Net Income
	2002	40
1	2003	48
2	2004	57
3	2005	66
4	2006	66
5	2007	80
6	2008	91
7	2009	133
8	2010	150
9	2011	212
10	2012	219
11	2013	308
12	2014	390
13	2015	428
14	2016	453



Amount in Billion Rupiah

17 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

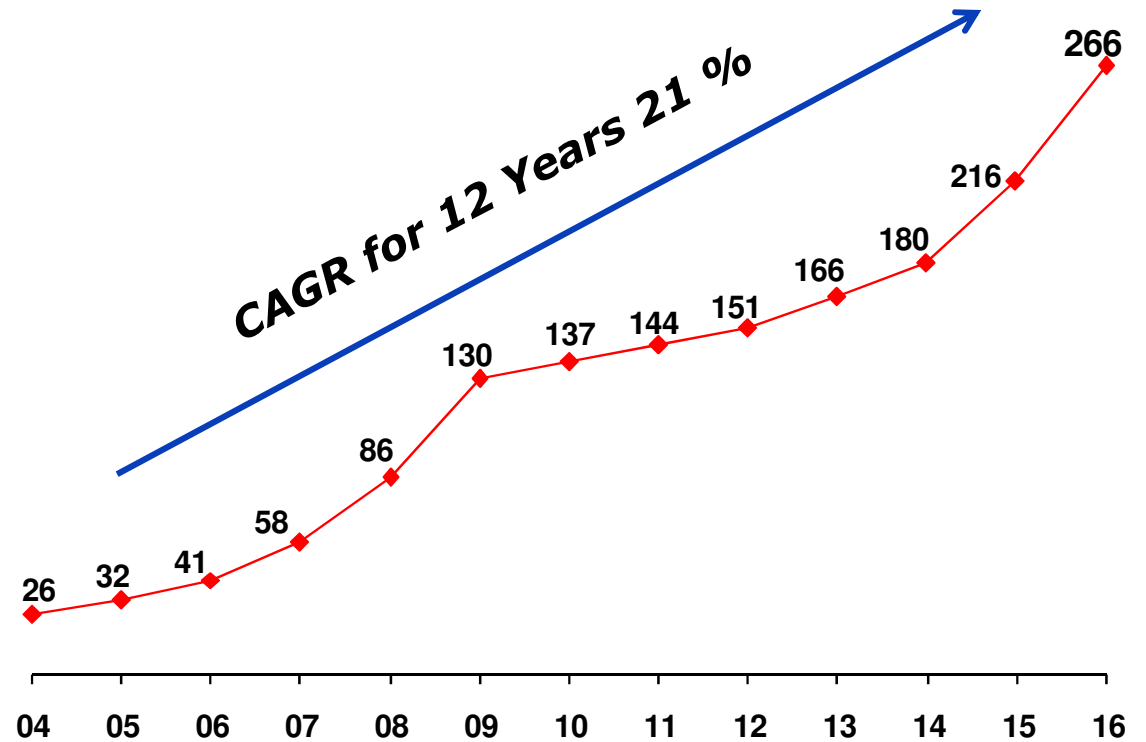


Amount in Billion Rupiah

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%
	2017	230*	347	66%

- 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
- *1st Interim Dividend For Book Year 2017** : IDR 58 Bio on May 30, 2017
- *2nd Interim Dividend For Book Year 2017** : IDR 86 Bio on Aug 24, 2017
- *3rd Interim Dividend For Book Year 2017** : IDR 86 Bio on Nov 24, 2017

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 2017

	Position as per 30 Sept 17		Changes
Net Sales	Rp. 2.383 B		17%
Profit for the Period*	Rp. 347 B		6%
EPS	Rp. 60		6%

** Attributable to Owners of the parent entity*

Comparative Financial Highlights

	3 Months Ended		9 Months Ended		Compare Q to Y	
	9M'17	9M'16	9M'17	9M'16	9M'17	2016
Net Sales	889	705	2,383	2,044	2,383	2,880
Gross Profit	257	228	696	647	696	934
Operating Profit	197	173	511	472	511	668
Profit for the period attributable to :						
Owners of the parent entity	134	120	347	328	347	453
Non-controlling Interest	15	14	41	34	41	49
Total Assets			2,378	2,149	2,378	2,255
Total Current Assets			1,525	1,330	1,525	1,454
Total Current Liabilities			438	405	438	508
Total Liabilities			614	591	614	675
Equity attributable to :						
Owners of the parent entity			1,539	1,346	1,539	1,378
Non-controlling Interest			225	212	225	202
Earnings per Share	23	21	60	57	60	79

Amount In Billion Rupiah except EPS

Financial Ratio

	9 Months Ended		Compare Q to Y	
	9M'17	9M'16	9M'17	2016
Net Sales Growth	17%		17%	
Total Asset Growth	11%		11%	
Equity Growth *)	14%		14%	
Gross Profit Margin	29%	32%	29%	32%
Operating Profit Margin	21%	23%	21%	23%
Profit Margin *)	15%	16%	15%	16%
Return on Assets	16%	17%	16%	22%
Return on Equity *)	23%	24%	23%	33%
Total Debt / Total Assets	26%	27%	26%	30%
Total Debt / Equity	35%	38%	35%	43%
Current Ratio	348%	328%	348%	286%

** Attributable to Owners of the parent entity*

Sales Performance 9M 2017 (9 Months Ended)

Market	Sales (Rp)				Increase /(Decrease)	
	9M'17	%	9M'16	%	Rp	%
Indonesia	729	31%	586	29%	143	24,40%
Overseas	1,654	69%	1,458	71%	197	13,48%
Total	2,383	100%	2,044	100%	340	16,61%

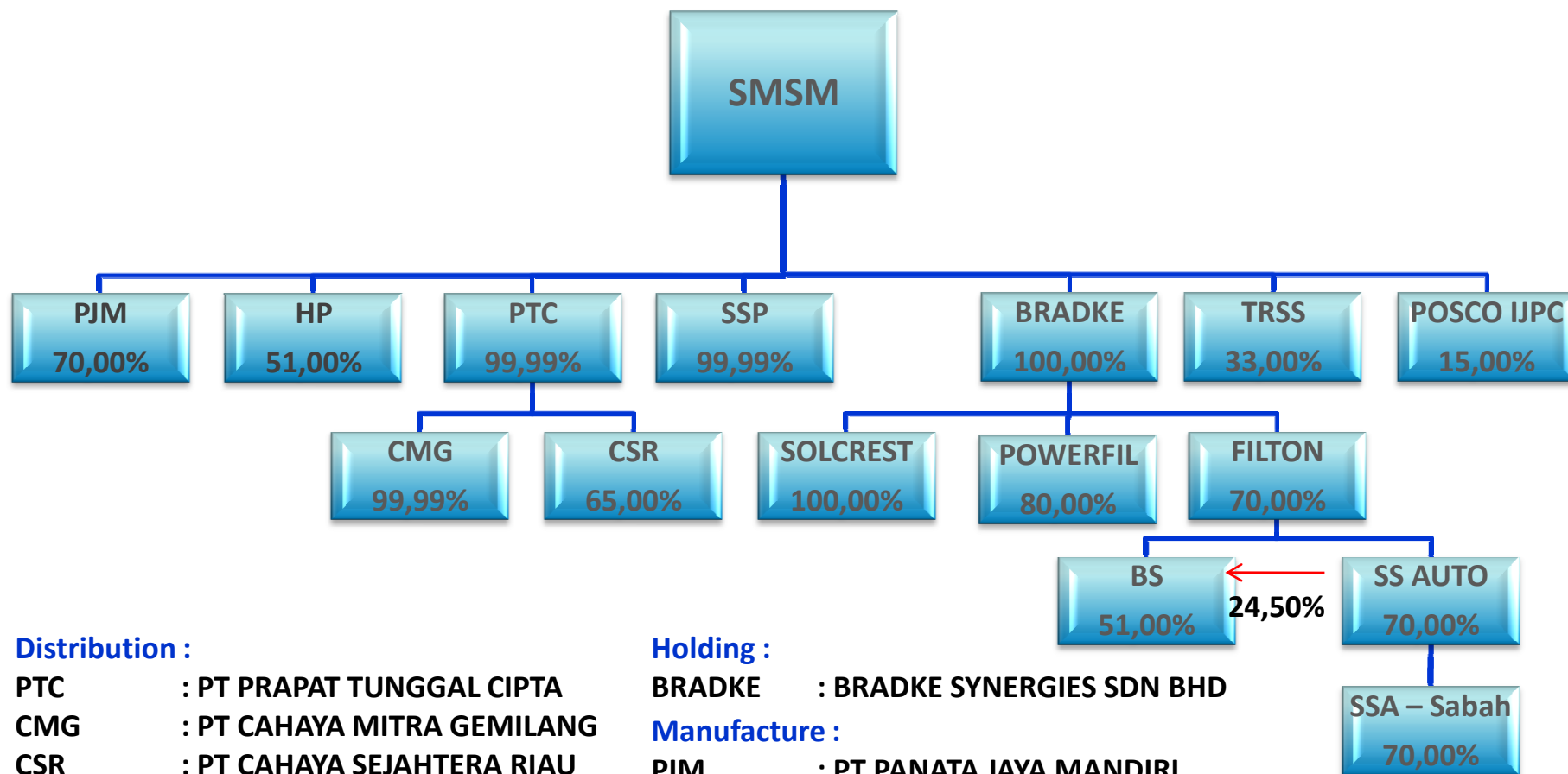
Product	Sales (Rp)				Increase /(Decrease)	
	9M'17	%	9M'16	%	Rp	%
Filter	1,726	72%	1,534	75%	192	12,49%
Radiator	249	10%	245	12%	5	1,93%
Body Maker	153	6%	66	3%	87	132,82%
Trading	574	24%	517	25%	57	11,02%
Others	254	11%	221	11%	33	14,96%
(Elimination)	(573)	(24)%	(539)	26%	(34)	(6,28%)
Total	2,383	100%	2,044	100%	340	16,61%

Sales by Region

Continent	3 Months Ended					9 Months Ended				
	9M 2017		9M 2016		Inc / (Dec)	9M 2017		9M 2016		Inc / (Dec)
	Rp	%	Rp	%		Rp	%	Rp	%	
Indonesia	266	30%	210	30%	26,58%	729	31%	586	29%	24,40%
Asia	315	35%	239	34%	31,79%	848	36%	742	36%	14,22%
America	149	17%	114	16%	30,54%	398	17%	345	17%	15,51%
Europe	114	13%	80	11%	41,49%	288	12%	246	12%	17,27%
Australia	33	4%	47	7%	(29,86%)	87	4%	90	4%	(2,93%)
Africa	13	1%	15	2%	(13,76%)	33	1%	35	2%	(6,85%)
Total	889	100%	705	100%	26,12%	2,383	100%	2,044	100%	16,61%

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 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

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	9 Month		Inc/ (Decr) %	2016(A)
	2017(U)	2016(U)		
Net Sales	542	443	22,30%	639
Gross Profit	116	116	0,50%	161
Income From Operations	95	95	0,58%	127
Profit for the period	72	69	5,18%	95
Current Asset	290	265	9,37%	296
Total Asset	373	340	9,66%	373
Current Liabilities	87	83	4,38%	109
Total Liabilities	110	105	5,07%	130
Total Equity	263	236	11,70%	242



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 Month		Inc/ (Decr) %	2016(A)
	2017(U)	2016(U)		
Net Sales	187	103	81,24%	155
Gross Profit	38	17	119,65%	32
Income From Operations	29	8	255,38%	21
Profit for the period	22	7	222,81%	16
Current Asset	111	74	49,57%	87
Total Asset	188	153	22,32%	165
Current Liabilities	26	15	79,80%	25
Total Liabilities	39	26	48,62%	38
Total Equity	149	127	16,97%	127



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 Month		Inc/ (Decr) %	2016(A)
	2017(U)	2016(U)		
Net Sales	313	263	18,86%	363
Gross Profit	74	53	40,27%	75
Income From Operations	46	28	66,31%	45
Profit for the period	35	21	66,69%	34
Current Asset	178	165	8,15%	170
Total Asset	185	170	9,03%	177
Current Liabilities	34	36	(6,18%)	47
Total Liabilities	38	40	(5,95%)	51
Total Equity	148	130	13,74%	126



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 Month		Inc/ (Decr) %	2016(A)
	2017(U)	2016(U)		
Net Sales	153	134	13,94%	195
Gross Profit	24	22	7,49%	34
Income From Operations	19	17	11,86%	29
Profit for the period	15	14	10,97%	22
Current Asset	68	63	6,49%	66
Total Asset	90	84	6,79%	88
Current Liabilities	20	23	(11,81%)	24
Total Liabilities	24	27	(8,05%)	28
Total Equity	66	58	13,58%	60

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 Month		Inc/ (Decr) %	2016(A)
	2017(U)	2016(U)		
Net Sales	97	92	5,34%	125
Gross Profit	37	36	3,45%	49
Income From Operations	14	15	(3,25%)	20
Profit for the period	7	8	(9,15%)	10
Current Asset	73	71	2,61%	72
Total Asset	130	126	3,37%	128
Current Liabilities	26	27	(1,88%)	31
Total Liabilities	41	43	(4,08%)	45
Total Equity	89	83	7,21%	83

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	9 Months		Inc/ (Decr) %	2016 (A)
	2017 (U)	2016 (U)		
Net Sales	66,19	52,56	25,95%	75,18
Gross Profit	3,69	7,63	(51,61%)	9,28
Profit for the period	0,92	6,38	(85,61%)	5,05
Asset	59,96	57,94	13,20%	58,08
Liabilities	45,99	43,56	18,90%	45,03
Equity	13,96	14,38	(4,06%)	13,05



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	9 Months		Inc/ (Decr) %	2016 (A)
	2017 (U)	2016 (U)		
Net Sales	65,48	67,79	(3,40%)	84,85
Gross Profit	17,34	15,50	11,85%	19,42
Profit for the period	6,94	4,74	46,19%	7,61
Asset	78,87	76,70	2,83%	67,04
Liabilities	12,27	18,91	(35,12%)	7,38
Equity	66,60	57,79	15,25%	59,67



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"> • Best Listed Company 2017 in "Diversified Manufacturing Sector “ from Investor Magazine • The Best Vendor Contribution for Automobile Parts 2016 from PT Suzuki Indomobil Motor. • The Best Vendor Performance 2016 from PT Suzuki Indomobil Motor
August	One of 30 resilient corporations over the other 600 public companies in Indonesia from ITB

Thank You

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