



PT SELAMAT SEMPURNA Tbk
MEMBER OF ADR GROUP



PT Selamat Sempurna Tbk [SMSM:IJ]

Investor Relation

2016 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 **115** 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

- BEI BEN
- CARRIER
- CASE NEW HOLLAND
- CATERPILLAR
- CHERY
- CHEVROLET
- CMC
- DAIHATSU
- FOTON
- GEHL
- GREATWALL
- HINO
- HITACHI
- HONDA
- HUPPENKOTHEN
- HYUNDAI
- IHI
- ISEKI
- ISUZU
- JCB
- KIA
- KOBELCO
- KOMATSU
- KUBOTA
- LINDE
- LONKING
- MAN
- MANITOU
- MAZDA
- MITSUBISHI
- NISSAN
- SDE
- SHAN TUI
- SUMITOMO
- SUZUKI
- TAKEUCHI
- TCM
- TCIM
- TEREX
- TOYOTA
- UD TRUCKS
- 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)

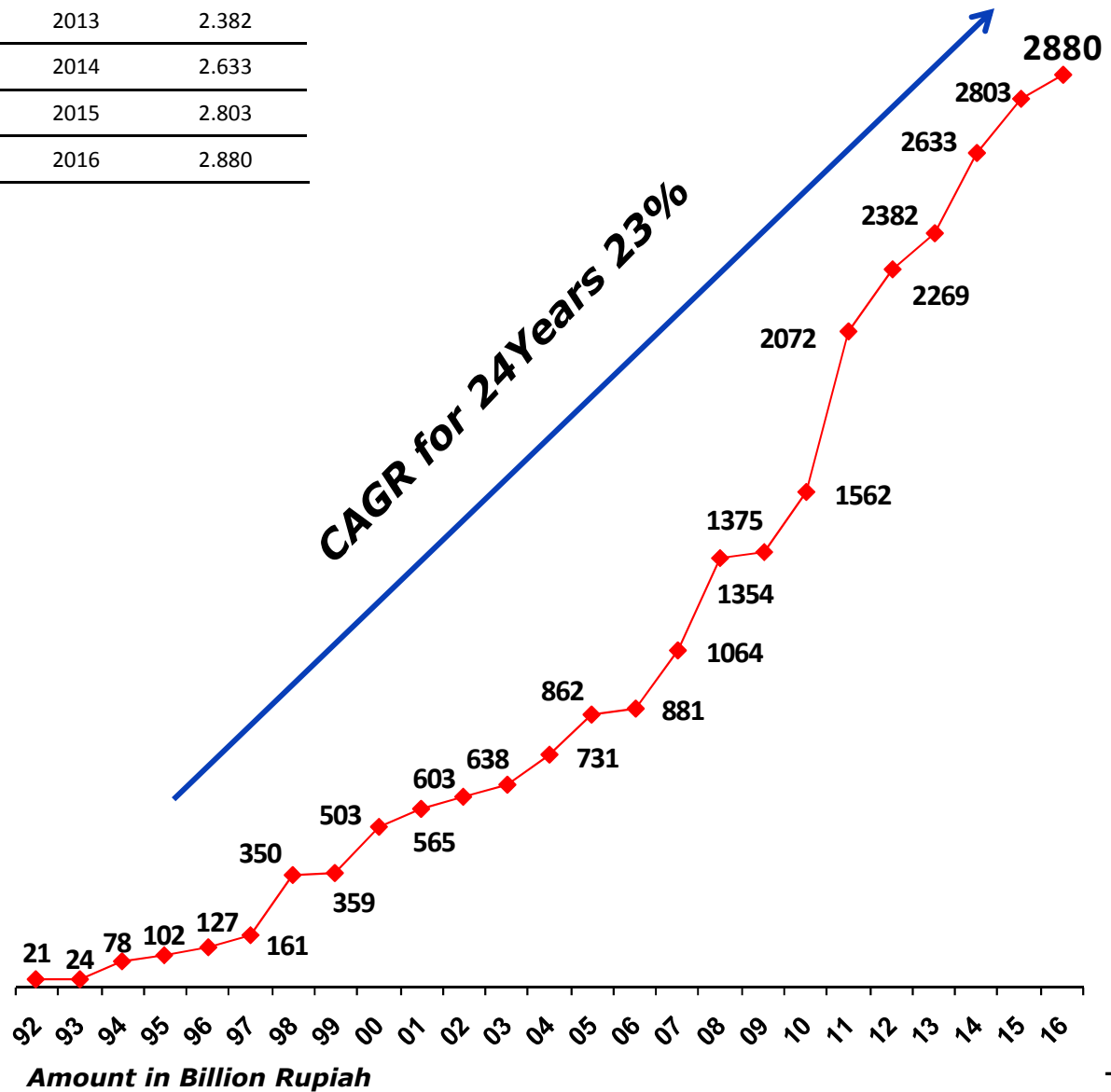
Radiators & Others

- **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

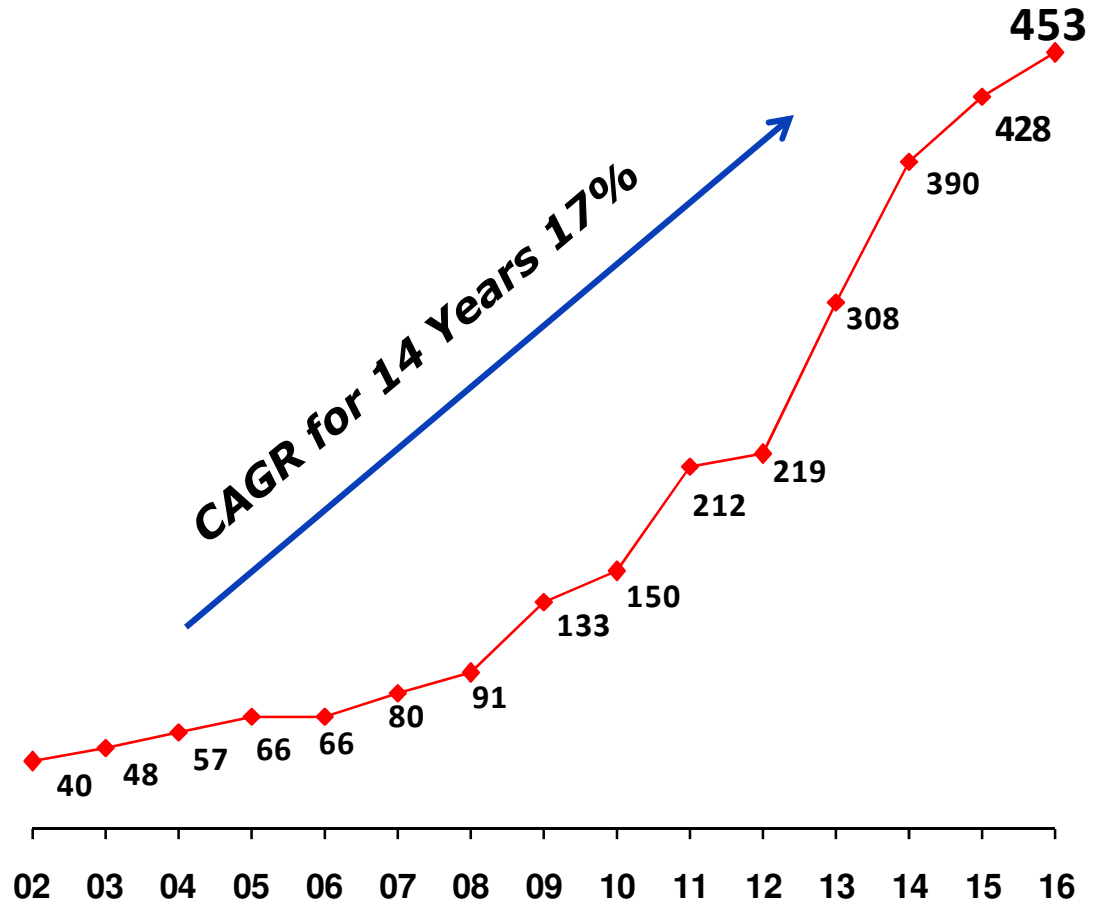
No	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1.064
16	2008	1.354
17	2009	1.375
18	2010	1.562
19	2011	2.072
20	2012	2.269

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

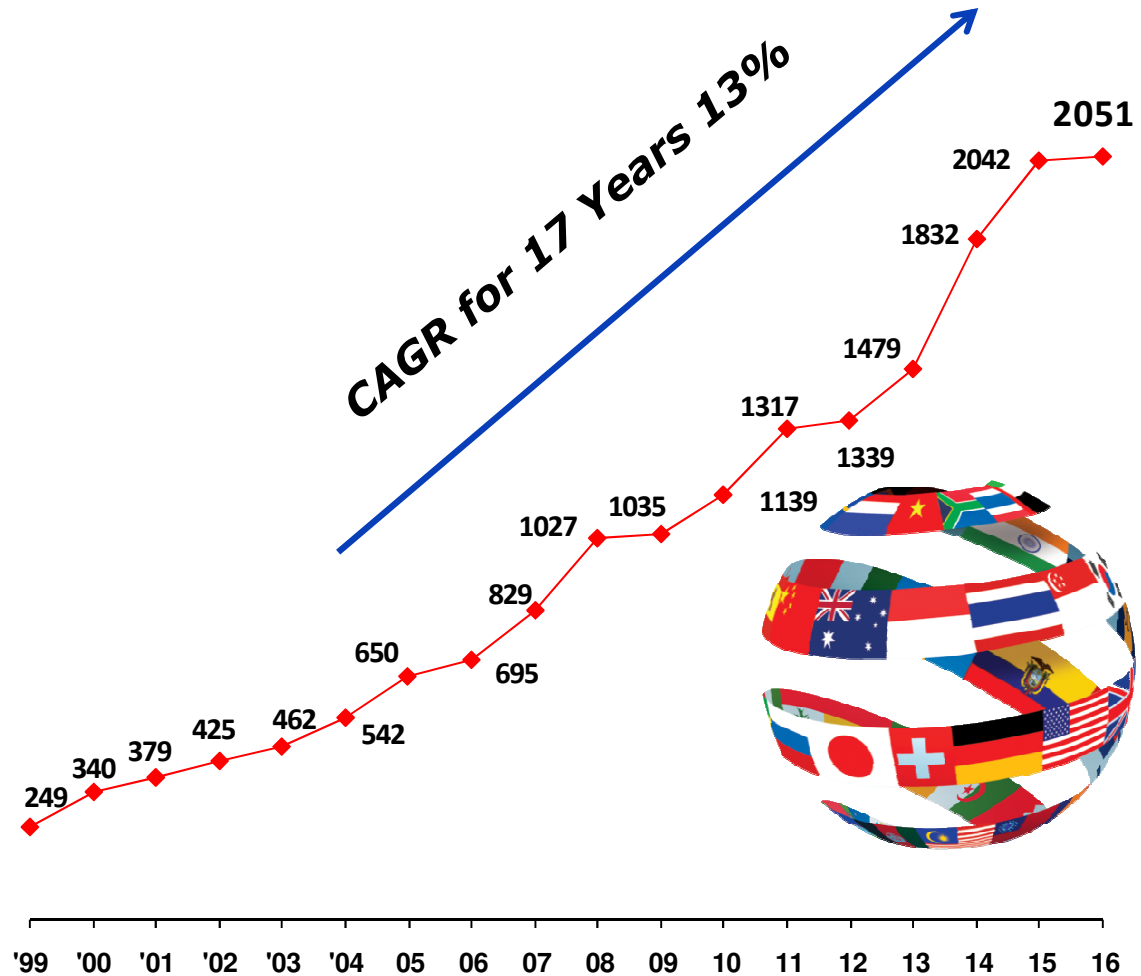


Amount in Billion Rupiah

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



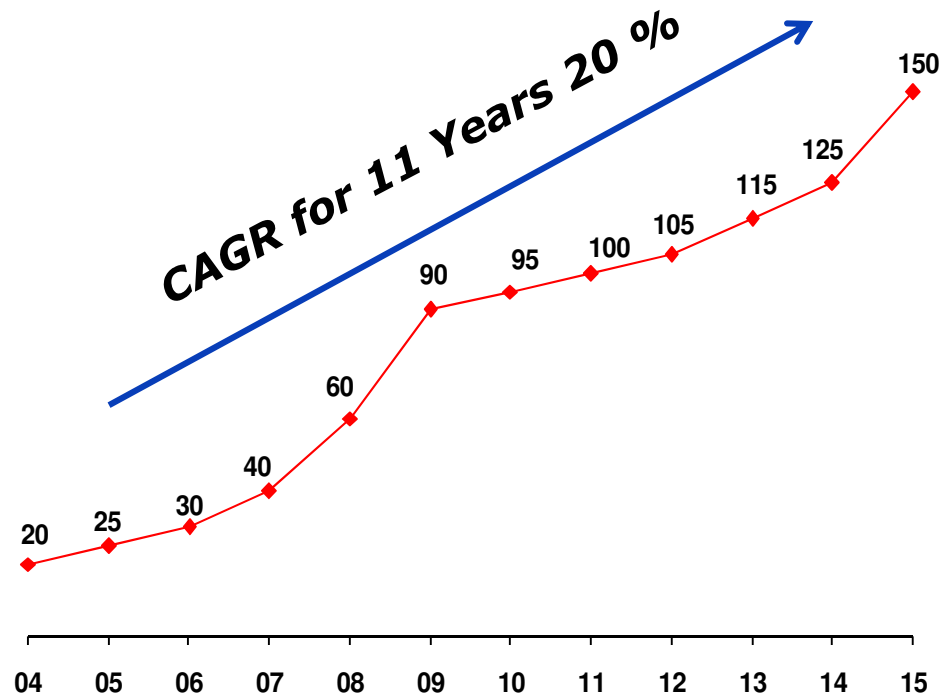
11 Years Consecutive Dividend Payment Growth

No	Book Year	Total Dividend (In Bio IDR)	Net Income (In Bio IDR)	Dividend Per Share	Payout Ratio
	2004	25,97	57	20	45%
1	2005	32,47	66	25	49%
2	2006	41,08	66	30	62%
3	2007	57,59	80	40	72%
4	2008	86,38	91	60	94%
5	2009	129,57	133	90	98%
6	2010	136,77	150	95	91%
7	2011	143,97	212	100	71%
8	2012	151,27	219	105	65%
9	2013	165,56	308	115	54%
10	2014	179,96	390	125	46%
11	2015	215,95	428	150	50%
	2016	208,75	453	100*)	46%

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%.



Dividend Distribution on year 2016 :

1st Interim Dividend For Book Year 2016 : IDR 35 per share on May 25, 2016

Final Dividend For Book Year 2015 : IDR 50 per share on June 24, 2016

2nd Interim Dividend For Book Year 2016 : IDR 50 per share on August 25, 2016

3rd Interim Dividend For Book Year 2016 : IDR 15 per share on November 24, 2016




*) Interim Dividend FY 2016 :

1st Interim Dividend IDR 35 per share on May 25, 2016

2nd Interim Dividend IDR 50 per share on August 25, 2016

3rd Interim Dividend IDR 15 per share on November 24, 2016

Summary Performance 2016

	Position as per 31 Des' 16		Changes
Net Sales	Rp. 2,88 T		3%
Net Income*	Rp. 453 B		6%
EPS	Rp. 79		6%

** Attributable to Owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	2016	2015	Var	%Var
Net Sales	2.880	2.803	77	2,75%
Gross Profit	934	870	65	7,43%
Income from Operation	668	603	65	10,79%
Net Income attributable to:				
Owners of the parent entity	453	428	25	5,91%
Non-controlling Interest	49	34	16	46,40%
Current Asset	1.454	1.369	86	6,27%
Total Asset	2.255	2.220	35	1,56%
Current Liabilities	508	572	(63)	(11,06%)
Total Liabilities	675	780	(105)	(13,49%)
Equity attributable to :				
Owners of the parent entity	1.378	1.220	158	12,95%
Non-controlling Interest	202	220	(18)	(8,24%)
EPS	79	74	5	5,91%

Financial Ratio

	Compare Y to Y	
	2016	2015
Net Sales Growth	3%	
Total Asset Growth	2%	
Equity Growth *)	10%	
Gross Profit Margin	32%	31%
Operating Profit Margin	23%	22%
Net Income Margin *)	16%	15%
Return on Assets	22%	21%
Return on Equity *)	32%	32%
Total Debt / Total Assets	30%	35%
Total Debt / Equity	43%	54%
Current Ratio	286%	239%
EBITDA Margin	27%	26%

Sales Performance 2016

Market	Sales (Rp)				Increase /(Decrease)	
	2016	%	2015	%	Rp	%
Indonesia	829	29%	761	27%	67	8.85%
Overseas	2,051	71%	2,042	73%	10	0.47%
Total	2,880	100%	2,803	100%	77	2.75%

Product	Sales (Rp)				Increase /(Decrease)	
	2016	%	2015	%	Rp	%
Filter	2,187	75.94%	2,102	74.98%	85	4.06%
Trading	704	24.44%	503	17.93%	201	40.06%
Others	751	26.08%	811	28.95%	(60)	(7.45%)
(Elimination)	(762)	(26.46%)	(613)	(21.86%)	(149)	24.37%
Total	2,880	100%	2,803	100%	77	2.75%

Amount In Billion Rupiah

Sales by Region

Continent	Sales (Rp)				Increase /(Decrease)	
	2016	%	2015	%	Rp	%
Indonesia	829	28.8%	761	27.2%	67	8.85%
Overseas :						
Asia	916	31.8%	959	34.2%	(43)	(4.50%)
America	475	16.5%	554	19.8%	(79)	(14,2%)
Europe	344	11.9%	335	11.9%	9	2.6%
Australia	258	9.0%	145	5.2%	113	78.1%
Africa	59	2.0%	49	1.8%	9	19.1%
Total	2.880	100.0%	2.803	100.0%	77	2.75%

Amount in Billion Rupiah

Corporate Action 2016

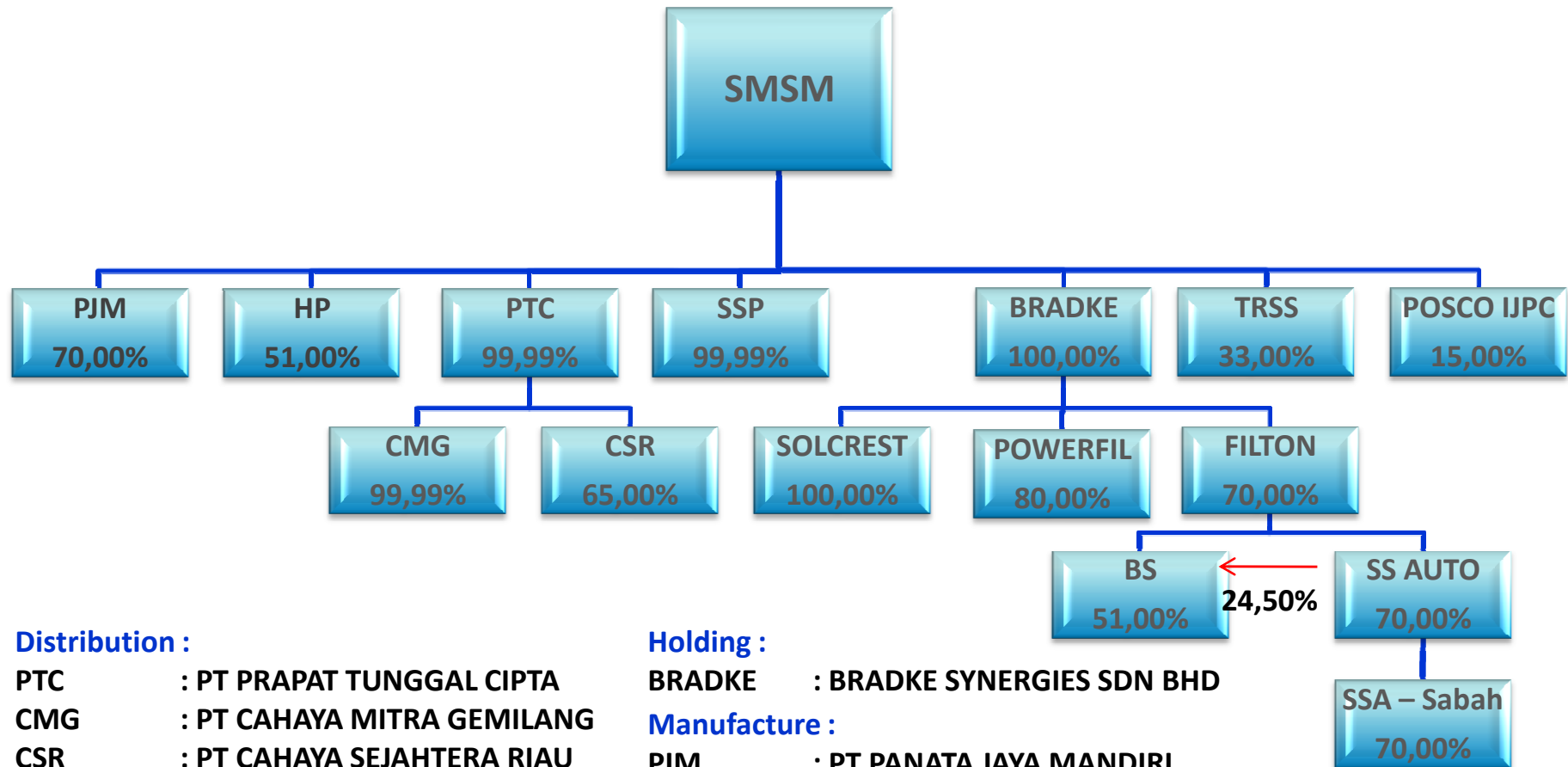
On Tuesday, 18 October 2016 the Company has held an Extraordinary General Meeting of Shareholders, with Resolutions of the Meeting were as follows:

Approval to perform stock split of the Company's shares with a ratio of 1:4 ; from 1,439,668,860 shares with a nominal value of Rp100 (one hundred Rupiah) per share to 5,758,675,440 shares with a nominal value of Rp25 (twenty-five Rupiah) per share.

As for the capital structure after the stock split is as follows:

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

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	2016(A)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	639	587	557	488	450
Gross Profit	161	142	133	118	106
Income From Operations	127	118	112	98	83
Net Income	95	88	84	73	62
Current Asset	296	225	215	239	181
Total Asset	373	305	295	312	260
Current Liabilities	109	58	62	69	43
Total Liabilities	130	76	79	82	54
Total Equity	242	229	216	230	206

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	2016(A)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	155	160	185	243	340
Gross Profit	32	18	26	39	63
Income From Operations	21	7	14	24	47
Net Income	16	6	12	20	34
Current Asset	87	101	89	135	147
Total Asset	165	184	180	232	250
Current Liabilities	25	19	16	20	14
Total Liabilities	38	29	26	28	19
Total Equity	127	155	154	203	231

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	2016(A)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	363	330	329	329	290
Gross Profit	75	67	67	49	39
Income From Operations	45	39	37	27	19
Net Income	34	28	27	20	13
Current Asset	170	152	169	149	120
Total Asset	177	159	176	155	126
Current Liabilities	47	48	94	85	72
Total Liabilities	51	52	97	88	75
Total Equity	126	107	79	67	50

Amount in Billion Rupiah

A = Audited



PT Selamat Sempana Perkasa – SSP (Subsidiary Company)

- ❑ SMSM owns a 99.9% stake in SSP
- ❑ manufacturers rubber O-rings, rubber compounds, polyurethanes, and plastisol adhesives for automotive industries

Financial Highlights	2016(A)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	195	184	183	138	115
Gross Profit	34	27	27	18	13
Income From Operations	29	23	22	11	7
Net Income	22	17	16	8	5
Current Asset	66	47	44	39	43
Total Asset	88	69	68	60	66
Current Liabilities	24	13	13	9	16
Total Liabilities	28	16	16	12	21
Total Equity	60	53	51	48	45

Amount in Billion Rupiah

A = Audited

Bradke Synergies Sdn Bhd – BRADKE (Subsidiary Company)

- ☐ SMSM owns a 100,00% stake in Bradke [since June 30, 2015]

Financial Highlights	2016 (A)	2015 (A)	2014 (A)	2013 (A)
Net Sales	125	116	118	117
Income From Operations	20	16	18	17
Net Income	15	11	8	6
Current Asset	72	66	60	65
Total Asset	128	121	114	120
Current Liabilities	31	27	24	33
Total Liabilities	45	42	42	53
Total Equity	83	79	53	50

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	2016 (A)	2015 (A)	2014 (A)	2013 (A)	2012 (A)
Net Sales	75,18	68,67	69,34	73,56	67,89
Gross Profit	9,28	(0,10)	3,34	2,68	2,49
Net Income	5,05	(7,06)	(1,12)	(4,67)	(1,07)
Asset	58,08	60,33	82,47	85,26	65,64
Liabilities	45,03	52,33	67,42	69,08	44,79
Equity	13,05	7,99	15,06	16,17	20,84

Amount in Million USD *A = Audited*



PT Tokyo Radiator Selamat Sempurna (Associate Company)

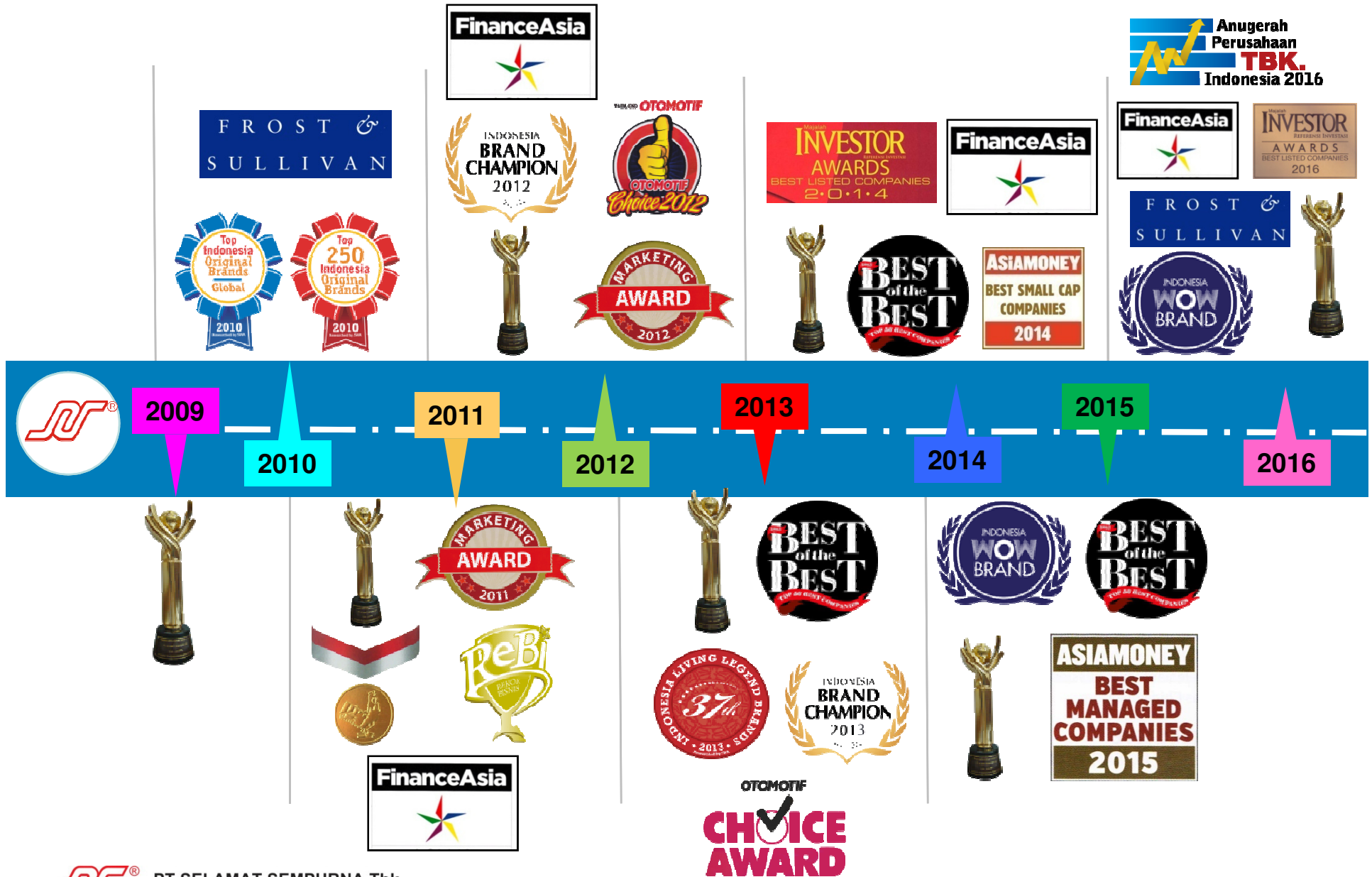
- ❑ Established in 2012 , Commercial Operation on June , 2013
- ❑ SMSM owns a 33% stake in TRSS
- ❑ *Joint venture* with Tokyo Radiator Mfg. Co. Ltd
- ❑ Scope of activities mainly manufacture heat exchanger for OE Market in Indonesia

Financial Highlights	2016 (U) Jan-Dec	2015 (U) Jan-Dec	2014 (U) Jan-Dec	2013 (U) Jan-Dec
Net Sales	84,85	74,79	67,24	14,54
Gross Profit	19,42	15,27	10,17	1,04
Net Income/(Loss)	7,61	5,64	(3,09)	(12,47)
Asset	67,04	77,45	74,61	69,33
Liabilities	7,38	24,70	60,54	52,18
Equity	59,67	52,75	14,07	17,15

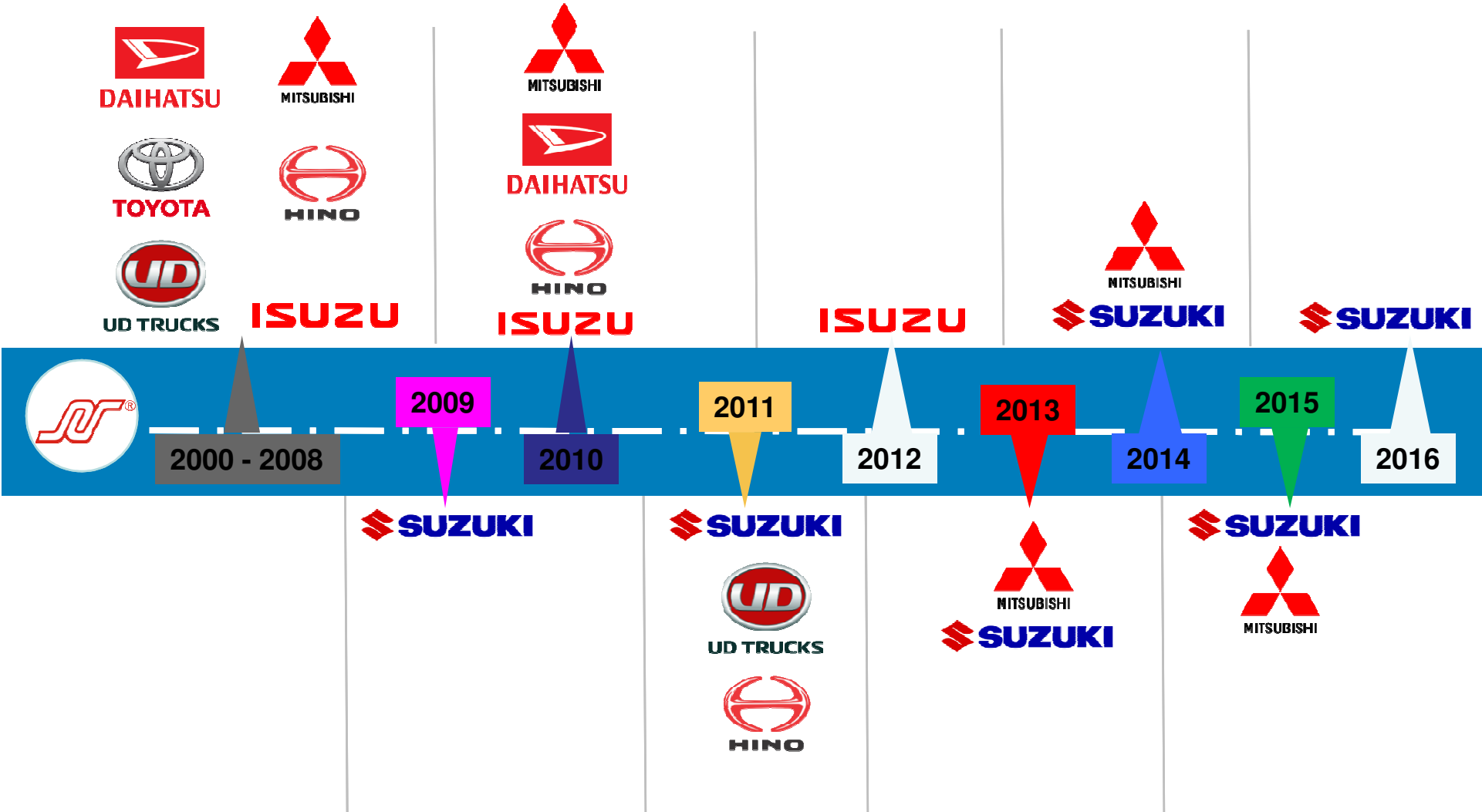
Amount in Billion IDR

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

Achievement for the Automotive Division & Brand 2009 - 2016



Appreciation from OEM/OES



Achievement 2016

Month	Description
Jan	Frost & Sullivan Indonesia Excellence 2016 Award
Feb	Sakura Brand Recognition in WOW Brand 300
March	Asia's Best Companies 2016 by Finance Asia in the Best Mid Cap Category
April	Best Listed Company 2016 in Diversified Manufacturing Sector by Investor Awards 2016
October	<ul style="list-style-type: none">• Primaniyarta Award 2016 (<i>for sixth consecutive years</i>)• Listed Company Award (Anugerah Perusahaan Terbuka Indonesia, APTI) 2016

Thank You

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