



PT Selamat Sempurna Tbk [SMSM:IJ]

INVESTOR RELATIONS

Q1 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 \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

- 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)

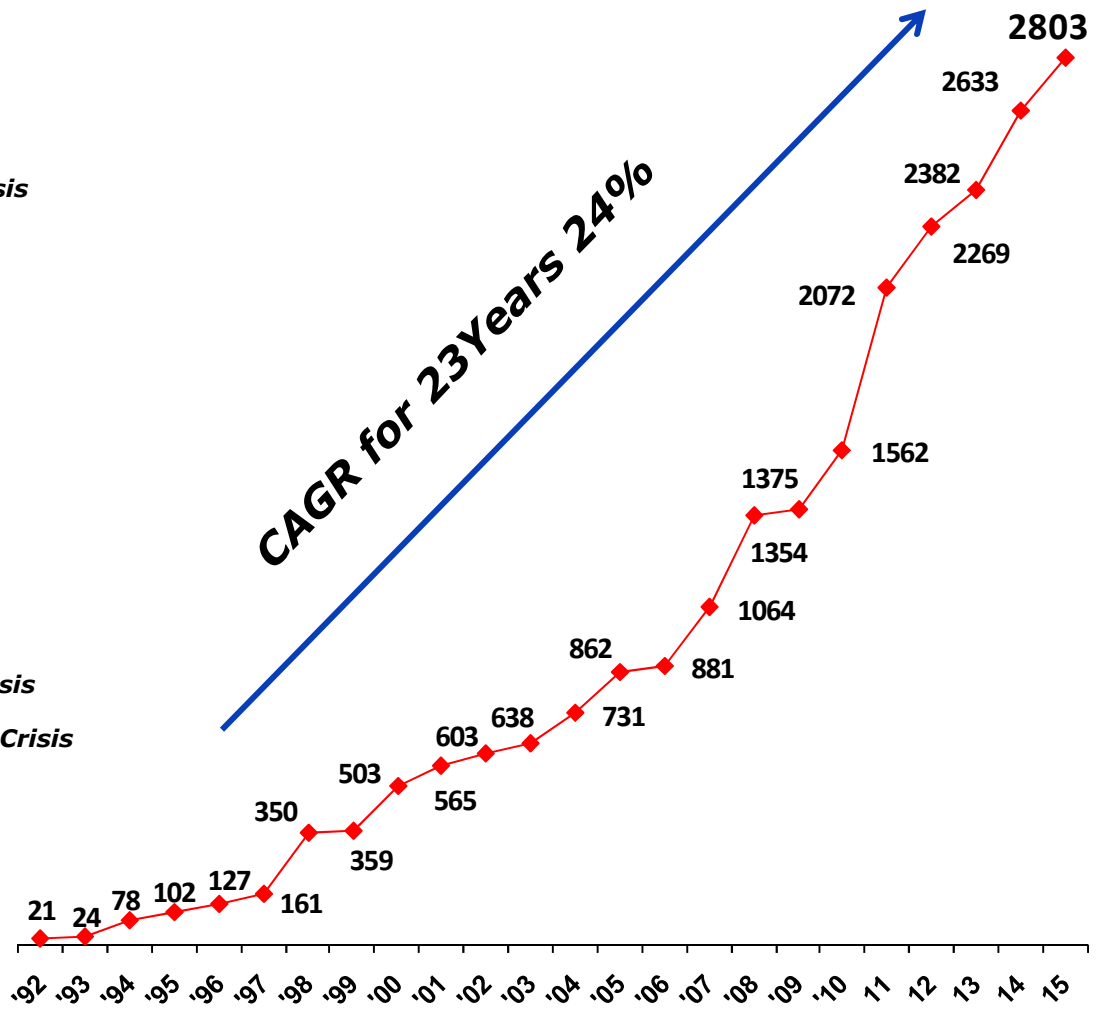
23 Years Consecutive Sales Growth

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
21	2013	2.382
22	2014	2.633
23	2015	2.803

→ Asia Crisis

→ USA Crisis

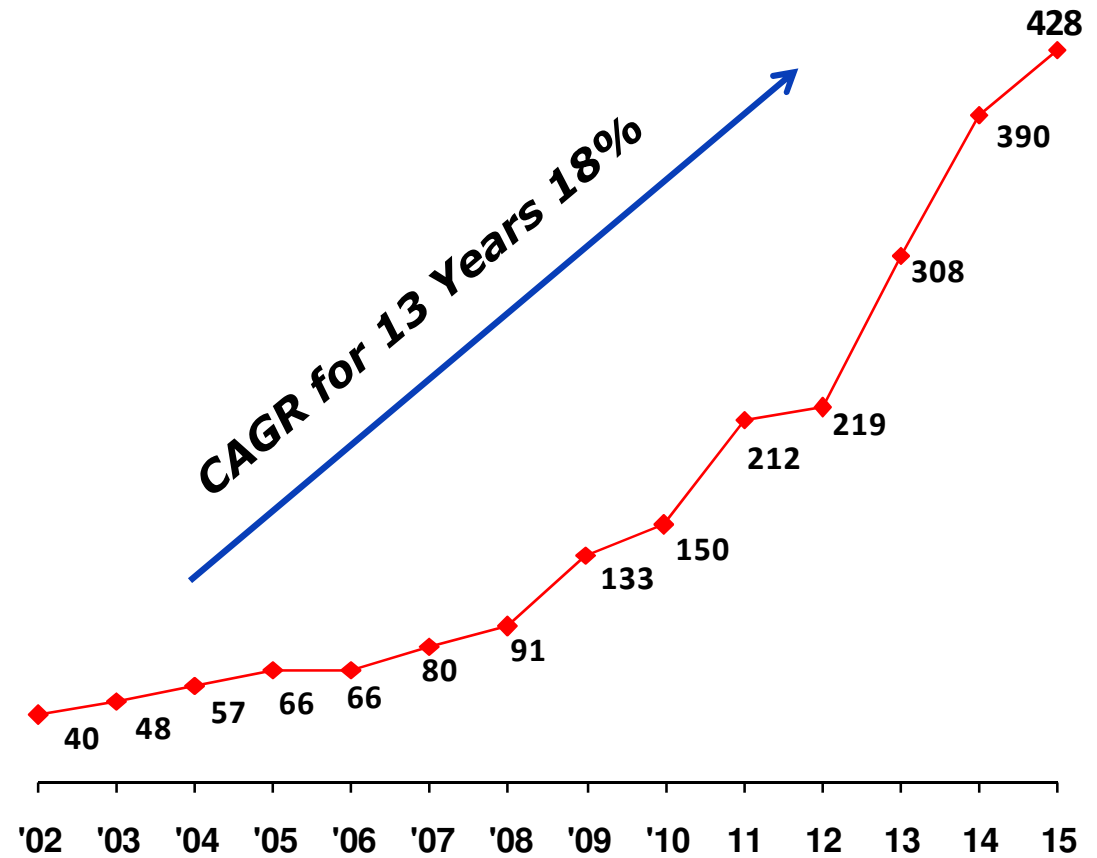
→ Europe Crisis



13 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

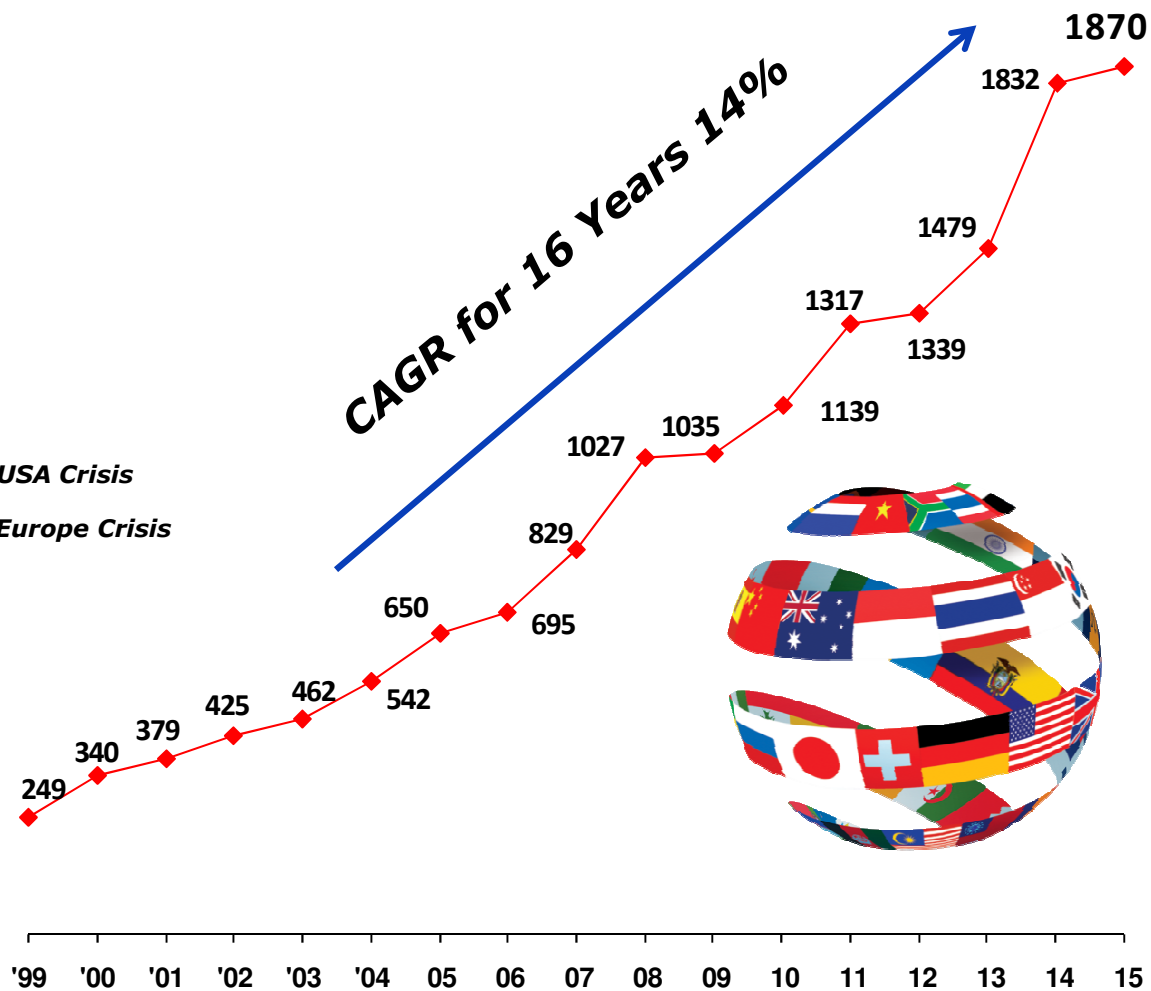
Amount in Billion Rupiah



16 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	1.870

Amount in Billion Rupiah



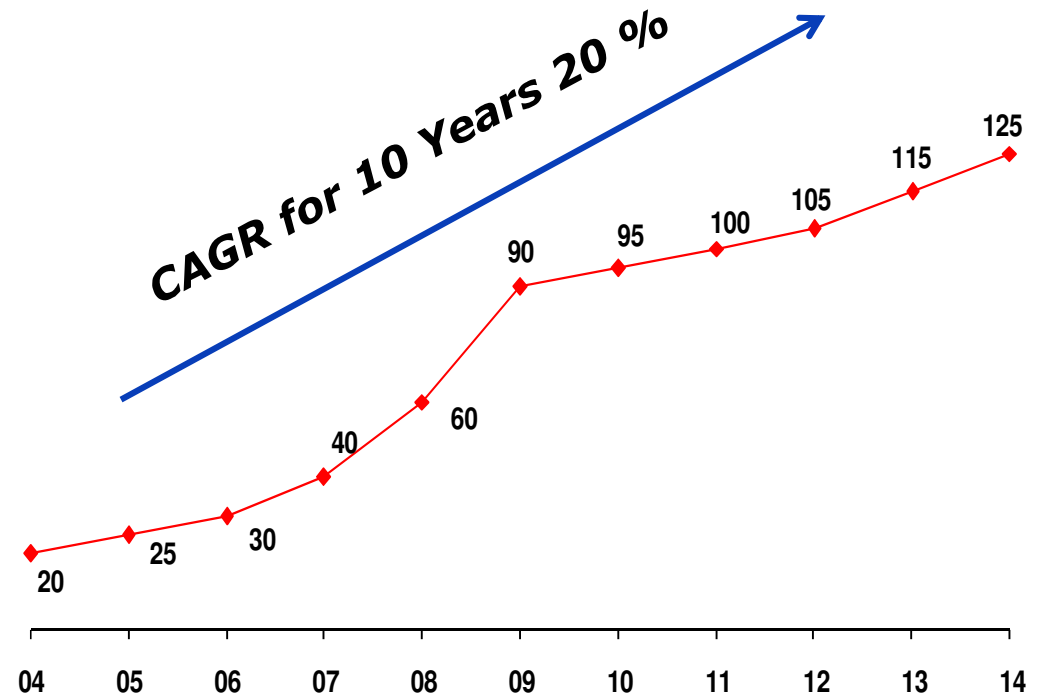
10 Years Consecutive Dividend Payment Growth

No	Financial Year	Total Dividend (In Bio IDR)	Dividend Per Share	Earning Per Share	Payout Ratio
	2004	25,97	20	44	45%
1	2005	32,47	25	46	49%
2	2006	41,08	30	46	62%
3	2007	57,59	40	56	72%
4	2008	86,38	60	64	94%
5	2009	129,57	90	92	98%
6	2010	136,77	95	104	91%
7	2011	143,97	100	140	71%
8	2012	151,27	105	162	65%
9	2013	165,56	115	214	54%
10	2014	179,96	125	271	46%
	2015	143,97	100*)	297	34%
	2016	50,39	35**)	64	%

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 FY 2015 :**


1st Interim Dividend = IDR 50 per share on Oct 23, 2015

2nd Interim Dividend = IDR 50 per share on Dec 15, 2015

Final Dividend subject to approval of Shareholders at AGMS on May 31, 2016

*****) Interim Dividend FY 2016 : IDR 35 per share on May 25, 2016**

Summary Performance Q1 2016

	Position as per 31 Mar'16		Changes
Net Sales	Rp. 622 B		4,20%
Net Income*	Rp. 92 B		23,35%
EPS	Rp. 64		23,35%

** Attributable to Owners of the parent entity*

Comparative Financial Highlights

	Compare Q to Q		Compare Q to Y	
	Q1'16	Q1'15	Q1'16	2015
Net Sales	622	597	622	2,803
Gross Profit	191	166	191	870
Profit for the year attributable to :				
<i>Owners of the parent entity</i>	92	74	92	428
<i>Non-controlling Interest</i>	9	5	9	34
Total Assets	2,210	1,807	2,210	2,220
Total Current Assets	1,371	1,179	1,371	1,369
Total Current Liabilities	368	510	368	572
Total Liabilities	663	614	663	780
Equity attributable to :				
<i>Owners of the parent entity</i>	1,316	1,046	1,316	1,220
<i>Non-controlling Interest</i>	231	147	231	220
Earnings per Share	64	52	64	297

Amount In Billion Rupiah except EPS

Financial Ratio

	Compare Q to Q		Compare Q to Y	
	Q1'16	Q1'15	Q1'16	2015
Net Sales Growth	4%			
Total Asset Growth	22%		(0,5%)	
Equity Growth *)	30%		7%	
Gross Profit Margin	31%	28%	31%	31%
Net Income Margin *)	15%	12%	15%	15%
Return on Assets	5%	4%	5%	21%
Return on Equity *)	6%	7%	6%	32%
Total Debt / Total Assets	30%	34%	30%	35%
Total Debt / Equity	43%	51%	43%	54%
Current Ratio	373%	231%	373%	239%

** Attributable to Owners of the parent entity*

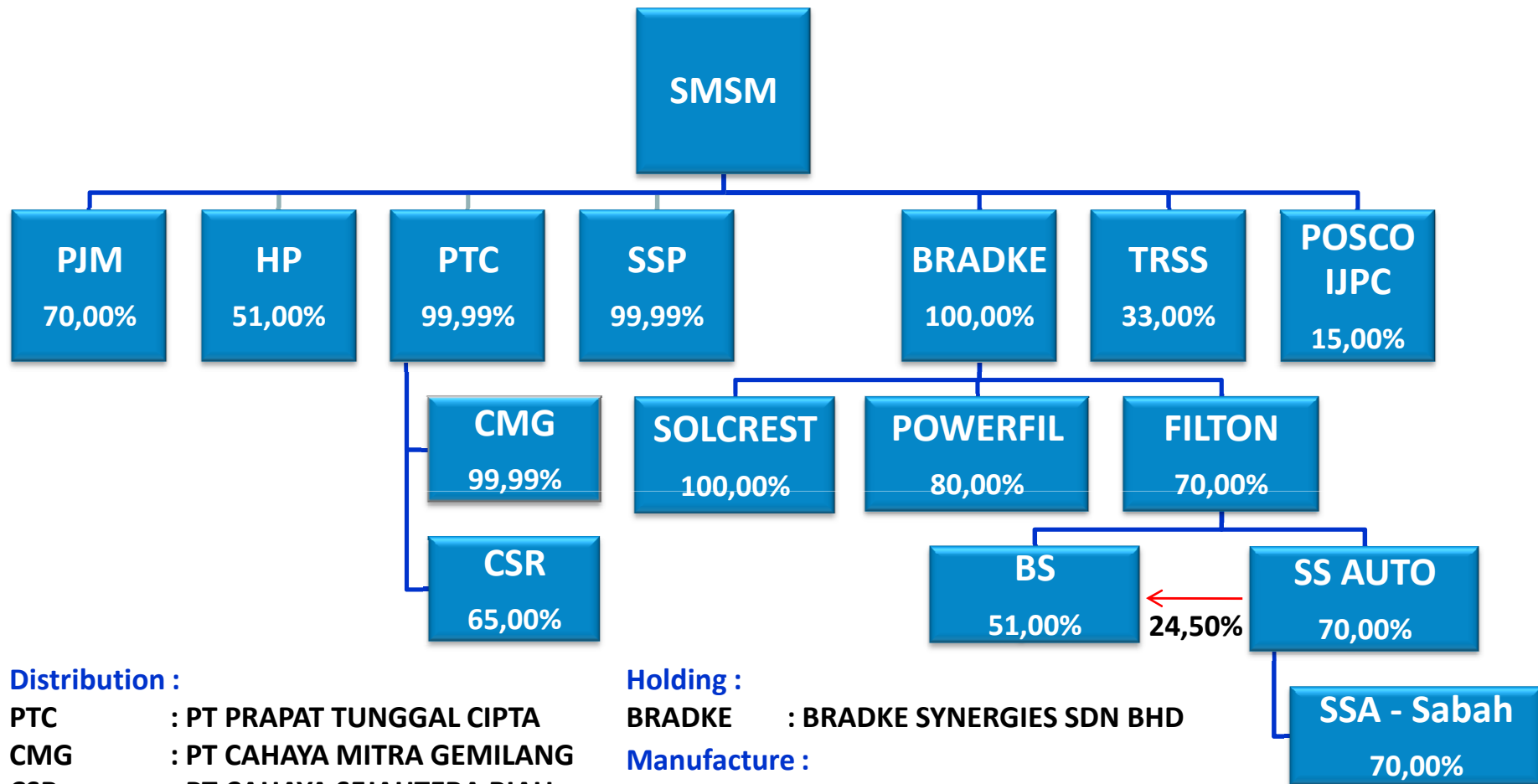
Sales Performance Q1 2016

Market	Sales (Rp)				Increase /(Decrease)	
	Q1'16	%	Q1'15	%	Rp	%
Export	355	57%	398	67%	(42)	(10,66%)
Local	267	43%	199	33%	67	33,92%
Total	622	100%	597	100%	25	4,20%

Continent	Q1'16		Q1'15		Increase /(Decrease)	
	Rp	%	Rp	%	Rp	%
Asia	372	60%	356	60%	16	4,48%
America	111	18%	121	20%	(9)	(7,58%)
Europe	83	13%	69	12%	13	18,90%
Australia	48	7%	41	7%	7	15,93%
Africa	8	1%	10	2%	(2)	(14,88%)
Total	622	100%	597	100%	25	4,20%

Amount in Billion Rupiah

Structure of Company relationship 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	Q1'16(U)	Q1'15 (U)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	142	135	587	557	488	450
Gross Profit	39	33	142	133	118	106
Income From Operations	31	26	118	112	98	83
Net Income	21	20	88	84	73	62
Current Asset	251	247	225	215	239	181
Total Asset	328	326	305	295	312	260
Current Liabilities	59	73	58	62	69	43
Total Liabilities	78	87	76	79	82	54
Total Equity	250	239	229	216	230	206

Amount in Billion Rupiah

A = Audited

U = Unaudited



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	Q1'16(U)	Q1'15 (U)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	28	40	160	185	243	340
Gross Profit	3	1,3	18	26	39	63
Income From Operations	(0,7)	(1,3)	7	14	24	47
Net Income	(0,3)	(1,2)	6	12	20	34
Current Asset	92	85	101	89	135	147
Total Asset	174	172	184	180	232	250
Current Liabilities	9	10	19	16	20	14
Total Liabilities	19	21	29	26	28	19
Total Equity	155	151	155	154	203	231

Amount in Billion Rupiah

A = Audited

U = Unaudited



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	Q1'16(U)	Q1'15 (U)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	88	84	330	329	329	290
Gross Profit	17	18	67	67	49	39
Income From Operations	9	10	39	37	27	19
Net Income	7	8	29	27	20	13
Current Asset	161	162	152	169	149	120
Total Asset	168	182	159	176	155	126
Current Liabilities	49	94	48	94	85	72
Total Liabilities	53	97	52	97	88	75
Total Equity	115	85	107	79	67	50

Amount in Billion Rupiah

*A = Audited
U = Unaudited*



PT Selamat Sempurna 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	Q1'16(U)	Q1'15 (U)	2015(A)	2014(A)	2013(A)	2012(A)
Net Sales	40	48	184	183	138	115
Gross Profit	6	7	27	27	18	13
Income From Operations	4	5	23	22	11	7
Net Income	3,4	4	17	16	8	5
Current Asset	51	49	47	44	39	43
Total Asset	71	74	69	68	60	66
Current Liabilities	12	15	13	13	9	16
Total Liabilities	15	18	16	16	12	21
Total Equity	56	55	53	51	48	45

Amount in Billion Rupiah

*A = Audited
U = Unaudited*

Bradke Synergies Sdn Bhd – BRADKE (Subsidiary Company)

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

Financial Highlights	Q1'16	2015 (A)	2014 (A)	2013 (A)
Net Sales	28	116	118	117
Income From Operations	4	16	18	17
Net Income	1	11	8	6
Current Asset	66	66	60	65
Total Asset	120	121	114	120
Current Liabilities	25	27	24	33
Total Liabilities	39	42	42	53
Total Equity	81	79	53	50

** Bradke's earnings consolidated into SMSM starting in July'15 given that the acquisition was done using the purchase method

Amount in Million Ringgit Malaysia

*A = Audited
U = Unaudited*

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	Q1'16 (U)	Q1'15 (U)	2015 (A)	2014 (A)	2013 (A)	2012 (A)
Net Sales	15,97	18,87	68,67	69,34	73,56	67,89
Gross Profit	2,06	(3,39)	(0,10)	3,34	2,68	2,49
Net Income	1,79	(5,47)	(7,06)	(1,12)	(4,67)	(1,07)
Asset	55,25	83,84	60,33	82,47	85,26	65,64
Liabilities	45,47	74,26	52,33	67,42	69,08	44,79
Equity	9,80	9,59	7,99	15,06	16,17	20,84

Amount in Million USD

A = Audited

U = Unaudited



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	Q1'16	Q1'15	2015 (U) Jan-Dec	2014 (U) Jan-Dec	2013 (U) Jan-Dec	Fiscal Year 2014 (A)
Net Sales	18,95	18,9	74,79	67,24	14,54	76,98
Gross Profit	3,58	(3,4)	15,27	10,17	1,04	14,11
Net Income/(Loss)	0,71	(5,5)	5,64	(3,09)	(12,47)	5,31
Asset	82,48	83,8	77,45	74,61	69,33	77,50
Liabilities	28,88	74,3	24,70	60,54	52,18	57,81
Equity	53,60	9,6	52,75	14,07	17,15	19,69

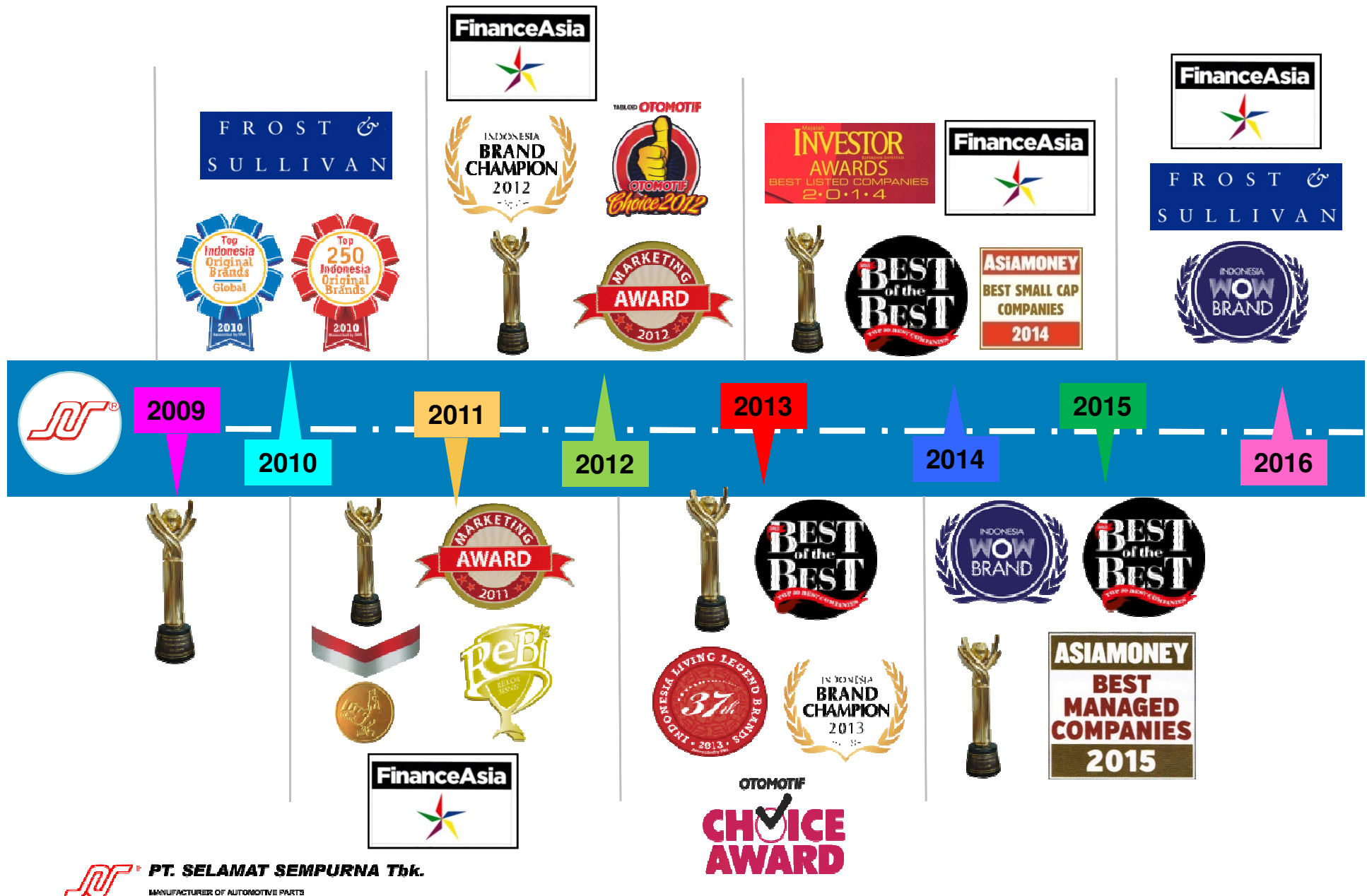
Amount in Billion IDR

A = Audited [01 April – 31 March]
U = Unaudited [01 Jan – 31 Dec]

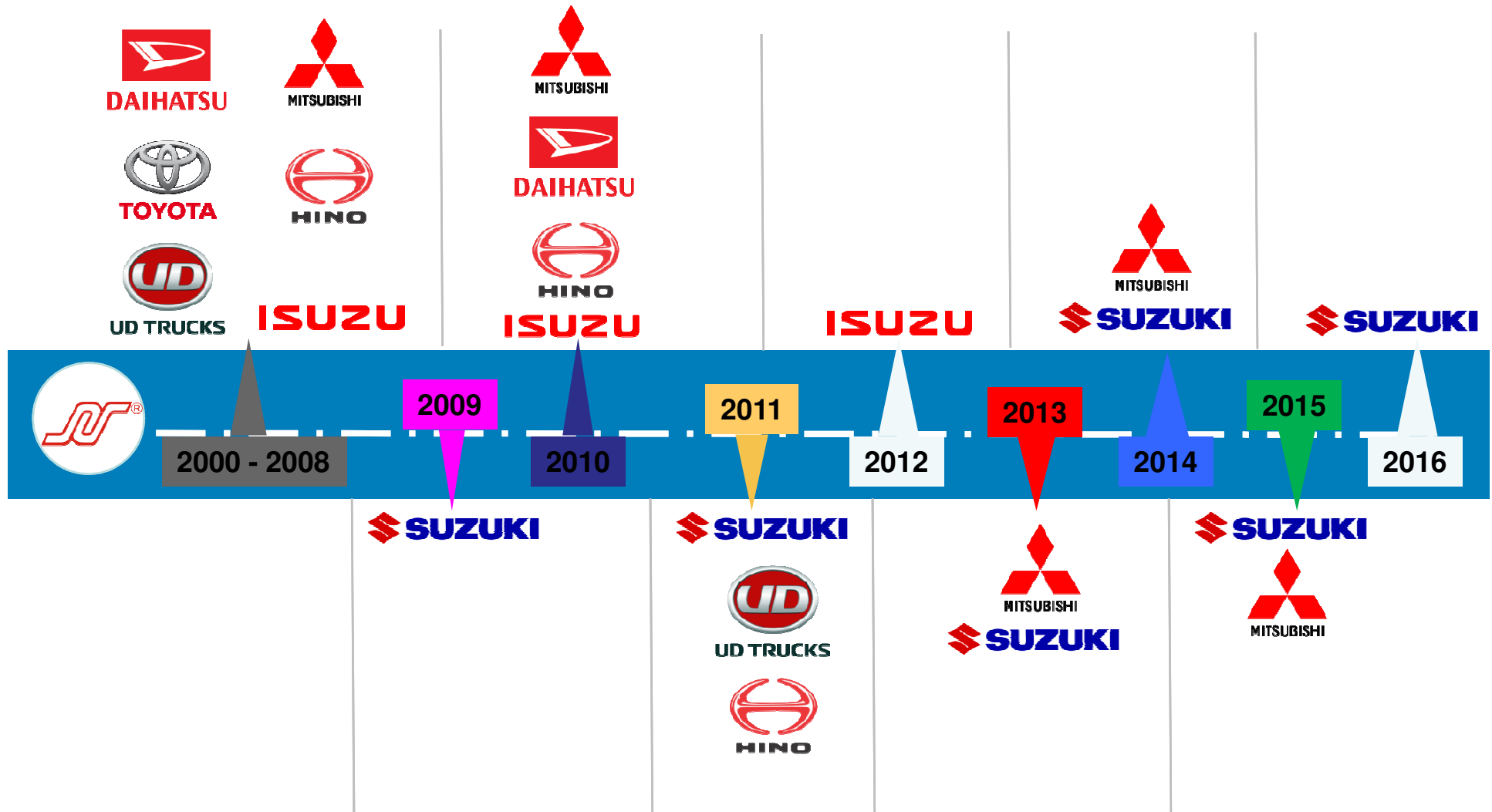
Milestone and Achievement Q1 2016

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

Achievement for the Automotive Division & Brand 2009 - 2016



Appreciation from OEM/OES



Thank You

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