



**PT SELAMAT SEMPURNA Tbk**

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

Turning **Challenges** Into **Opportunities**

Annual Report Summary

**2018**

[www.smsm.co.id](http://www.smsm.co.id)



---

## Turning Challenges Into Opportunities

The Company must grow sustainably in order to deliver excellent returns to our shareholders in a way that ensures hold true to the Company' corporate values. That is why the Company continue to invest so that the Company can increase production with more competitive costs. In doing so, the Company never abandon its commitment to only deliver high quality and well trusted products for customers.

Investment that the Company spent shall prepare the Company to face challenges and capitalize opportunities to bring prosperity to all of Company' valued stakeholders.

### **Performance in 2018**

Net Sales Rp.3.9 Trillion, increase 18%

Profit for the year\* Rp.557 Billion, increase 12%

Earning per share\* Rp.97, increase 12%

Compound Annual Growth Rate 26 years: 22%

\* Attributable to Owners of The Parent Entity.

## Corporate General Information

<b>Name of Company</b> <b>PT Selamat Sempurna Tbk.</b>		<b>Line of Business</b> <b>Manufacturing of automotive and machinery spareparts</b>	
<b>Date of Establishment</b> <b>January 19, 1976</b>	<b>Website</b> <b>www.smsm.co.id</b>	<b>Stock Code</b> <b>SMSM</b>	<b>Share Registrar</b> <b>PT Sinartama Gunita</b>
<b>Authorized Capital</b> <b>8.000.000.000 ordinary shares,</b> <b>with a nominal value of Rp.25 per share</b>		<b>Issued and Fully Paid</b> <b>5.758.675.440 shares</b>	
<b>Public Accountant Firm</b> <b>Purwantoro, Sungkoro &amp; Surja</b> <b>(Member firm of Ernst &amp; Young Global Limited)</b>		<b>Corporate Headquarter</b> <b>Wisma ADR, Jl. Pluit Raya I No. 1, Jakarta Utara</b> <b>14440, Phone. (021) 6610033, 6690244,</b> <b>Fax. (021) 6696237, 6618438.</b>	
<b>Plant (Radiator)</b> <b>Jl. Kapuk Kamal Raya No. 88, Jakarta Utara</b> <b>14470, Phone. (021) 5551646,</b> <b>Fax. (021) 5551905</b>		<b>Plant (Filter, etc)</b> <b>Jl. Raya Curug No. 88, Desa Kadujaya - Bitung</b> <b>Tangerang, Banten, Phone. (021) 5984388,</b> <b>Fax. (021) 5984415</b>	

# Financial Highlights

PT Selamat Sempurna Tbk and Its Subsidiaries

<b>Consolidated Statement of Profit or Loss and Other Comprehensive Income</b>	<b>2018</b>	2017
Net Sales	<b>3.933</b>	3.340
Cost of Goods Sold	<b>2.740</b>	2.333
Gross Profit	<b>1.193</b>	1.007
Operating Profit	<b>832</b>	723
Profit for the Year <sup>1)</sup>	<b>634</b>	555
Profit for the year attributable to:		
Owners of the parent entity	<b>557</b>	499
Non-controlling Interests	<b>77</b>	56
Other Comprehensive Income	<b>18</b>	8
Total Comprehensive Income for the year attributable to:		
Owners of the parent entity	<b>571</b>	502
Non-controlling interests	<b>80</b>	61
Earning Per Share attributable to owners of the parent entity	<b>97</b>	87

## Consolidated Statement of Financial Position

Total Assets	<b>2.801</b>	2.443
Total Current Assets	<b>1.854</b>	1.570
Net Working Capital <sup>2)</sup>	<b>1.384</b>	1.150
Total Current Liabilities	<b>470</b>	420
Total Non-Current Liabilities	<b>181</b>	195
Total Liabilities	<b>651</b>	615
Total Equity	<b>2.150</b>	1.828
Equity Attributable to:		
Owners of the parent entity	<b>1.863</b>	1.592
Non-controlling Interests	<b>287</b>	236
Number of Outstanding Shares	<b>5,758,675,440</b>	5,758,675,440

## Financial Ratio

Gross Profit Margin	<b>30%</b>	30%
Net Profit Margin <sup>3)</sup>	<b>14%</b>	15%
Return On Assets <sup>4)</sup>	<b>23%</b>	23%
Return On Equity <sup>5)</sup>	<b>29%</b>	30%
Total Debt to Total Asset Ratio	<b>23%</b>	25%
Total Debt to Equity Ratio <sup>6)</sup>	<b>30%</b>	34%
Current Ratio	<b>394%</b>	374%

Numerical expresses in billion rupiah, except per share data

1) Profit of the year attributable to owners of the parent entity + Non-controlling Interest

2) Current Asset - Current Liabilities

3) Profit of the year attributable to owners of the parent entity / Net Sales

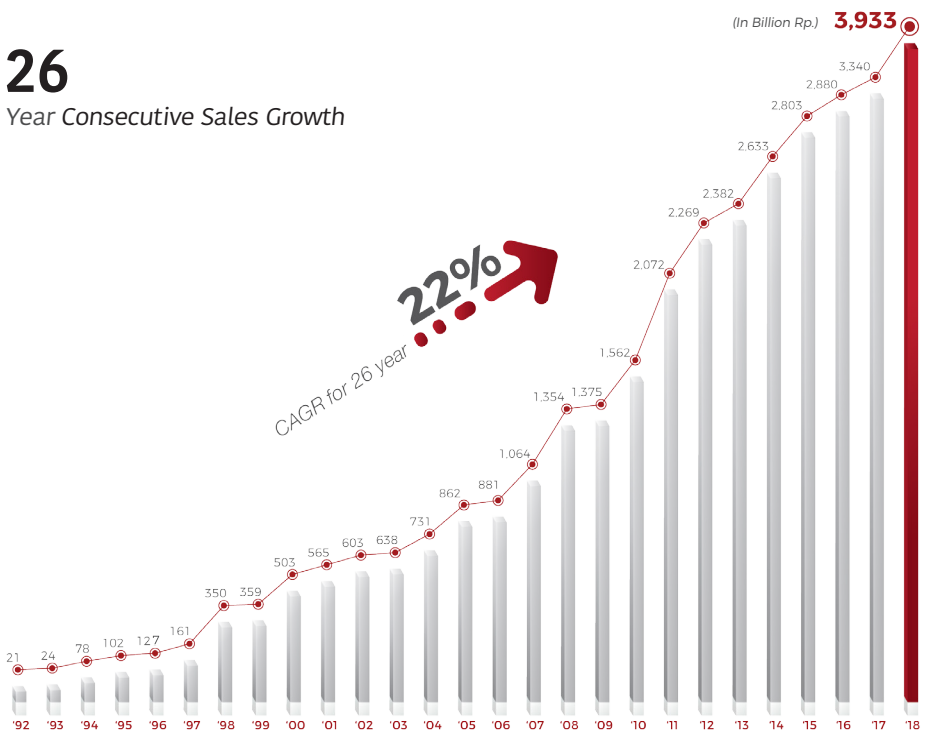
4) Profit of the year / Total Assets

5) Profit of the year / Total Equity

6) Total Liabilities / Total Equity.

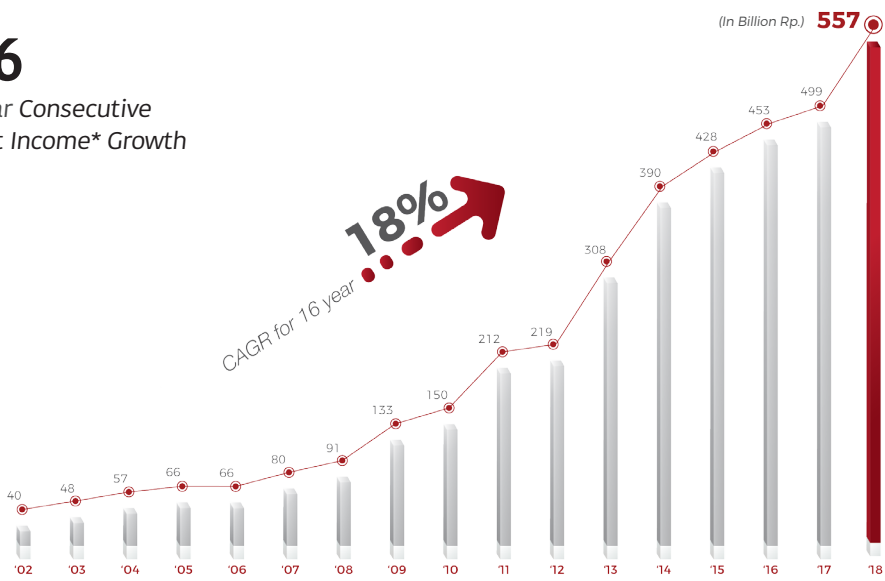
# 26

## Year Consecutive Sales Growth



# 16

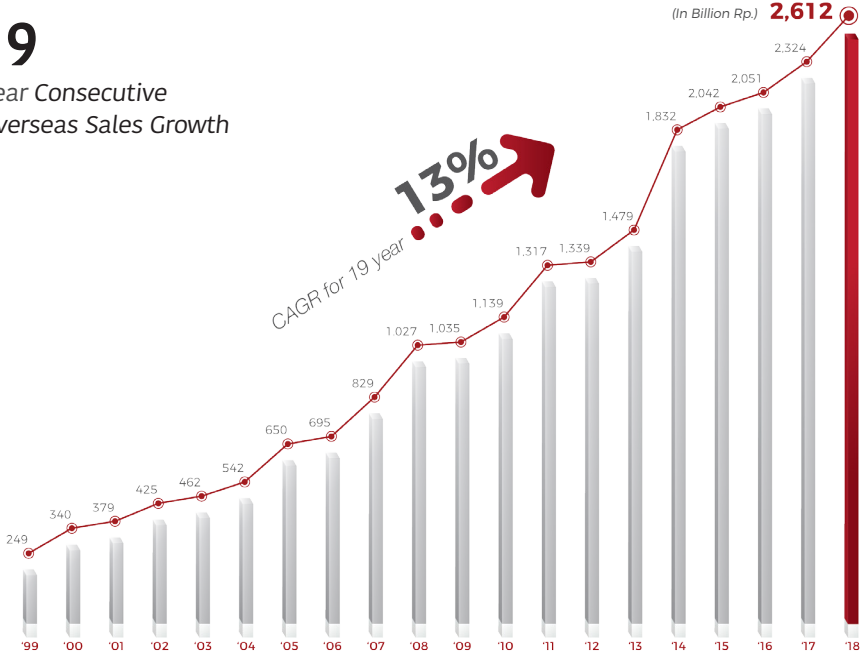
## Year Consecutive Net Income\* Growth



\* Profit for the year attributable to Owners of the parent entity

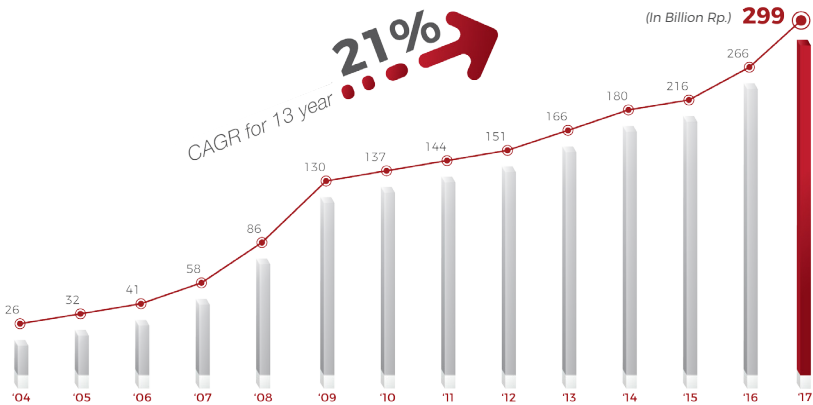
# 19

Year Consecutive  
Overseas Sales Growth



# 13

Year Consecutive  
Dividend Payment Growth



# Consolidated Statements of Financial Position

Expressed in Millions of Rupiah, Unless Otherwise Stated

ASSETS	2018	2017
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	66.860	71.000
<b>Trade receivables</b> - Third parties	889.281	707.660
- Related parties	47.326	59.509
<b>Other receivables</b> - Third parties	5.765	2.024
- Related parties	91	114
Derivative receivables	2.780	6.639
Inventories	758.315	657.257
Advances	17.599	23.640
Prepaid expenses	4.084	2.644
Prepaid tax	61.681	39.623
<b>TOTAL CURRENT ASSETS</b>	<b>1.853.782</b>	<b>1.570.110</b>
<b>NON-CURRENT ASSETS</b>		
Deferred tax assets	40.124	39.345
Investment in associates	51.207	23.901
Non-current financial asset	14.828	14.828
Fixed assets	749.122	683.803
Advance for purchases of fixed assets	13.659	33.281
Investment property	62.955	62.955
Other non-current assets	15.526	15.118
<b>TOTAL NON-CURRENT ASSETS</b>	<b>947.421</b>	<b>873.231</b>
<b>TOTAL ASSETS</b>	<b>2.801.203</b>	<b>2.443.341</b>
<b>LIABILITIES</b>		
<b>CURRENT LIABILITIES</b>		
Short-term bank loans	44.591	54.332
<b>Trade payables</b> - Third parties	204.268	163.609
- Related parties	47.401	30.623
<b>Other payables</b> - Third parties	3.929	6.032
- Related parties	6	8
Taxes payable	70.193	59.006
Short-term employee benefits liability	33.152	34.113
Accrued expenses	36.414	43.459
Advance from customers	17.329	16.913
Current maturities of long-term debts:		
Long-term bank loans	9.067	8.660
Hire purchase payables	3.766	3.158
<b>TOTAL CURRENT LIABILITIES</b>	<b>470.116</b>	<b>419.913</b>
<b>NON-CURRENT LIABILITIES</b>		
Long-term employee benefits liabilities	148.453	155.466
Long-term debts - net of current maturities:		
Long-term bank loans	25.231	33.431
Hire purchase payables	7.126	6.347
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>180.810</b>	<b>195.244</b>
<b>TOTAL LIABILITIES</b>	<b>650.926</b>	<b>615.157</b>
<b>EQUITY</b>		
<b>EQUITY ATTRIBUTABLE TO OWNERS OF THE PARENT</b>		
Share capital - Rp.25 (full amount) par value per share		
Authorized - 8,000,000,000 shares		
Issued and fully paid capital - 5,758,675,440 shares	143.967	143.967
Additional paid-in capital	49.899	49.899
Other components of equity	3.034	5.945
Retained earnings		
Appropriated	28.993	28.993
Unappropriated	1.637.306	1.363.029
<b>Total</b>	<b>1.863.199</b>	<b>1.591.833</b>
<b>NON-CONTROLLING INTERESTS</b>	<b>287.078</b>	<b>236.351</b>
<b>TOTAL EQUITY</b>	<b>2.150.277</b>	<b>1.828.184</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>2.801.203</b>	<b>2.443.341</b>

## Consolidated Statement of Profit or Loss and Other Comprehensive Income

Expressed in Millions of Rupiah, Unless Otherwise Stated

	2018	2017
<b>NET SALES</b>	<b>3,933.353</b>	<b>3,339.964</b>
<b>COST OF GOODS SOLD</b>	(2,740.108)	(2,333.049)
<b>GROSS PROFIT</b>	<b>1,193.245</b>	<b>1,006.915</b>
Selling expenses	(198.252)	(178.480)
General and administrative expenses	(176.609)	(152.812)
Other operating income	34.007	47.700
Other operating expenses	(20.522)	(470)
<b>OPERATING PROFIT</b>	<b>831.869</b>	<b>722.853</b>
Finance income	2.745	3.247
Finance charges	(9.822)	(9.616)
Equity in net income of associate	3.489	4.154
<b>PROFIT BEFORE INCOME TAX</b>	<b>828.281</b>	<b>720.638</b>
Income tax expenses	(194.731)	(165.250)
<b>PROFIT FOR THE YEAR</b>	<b>633.550</b>	<b>555.388</b>
<b>OTHER COMPREHENSIVE INCOME</b>		
Item that will not be reclassified to profit or loss:		
Remeasurement of employee benefits liability	23.997	(17.259)
Share of other comprehensive income of associate	78	(2)
Related income tax	(6.019)	4.315
Item that may be reclassified subsequently to profit or loss:		
Exchange differences on translation of the accounts of foreign operations	(410)	27.814
Related income tax	102	(6.954)
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>	<b>651.298</b>	<b>563.302</b>
<b>Profit for the year attributable to:</b>		
Owners of the parent entity	556.904	499.430
Non-controlling interests	76.646	55.958
<b>Total</b>	<b>633.550</b>	<b>555.388</b>
<b>Total comprehensive income for the year attributable to:</b>		
Owners of the parent entity	570.817	502.004
Non-controlling interest	80.481	61.298
<b>Total</b>	<b>651.298</b>	<b>563.302</b>
<b>Earnings per share attributable to owners of the parent entity</b>	<b>97</b>	<b>87</b>

## Consolidated Statement of Cash Flows

Expressed in Millions of Rupiah, Unless Otherwise Stated

	2018	2017
Net cash provided by operating activities	542.647	446.032
Net cash used in investing activities	(195.554)	(101.789)
Net cash used for financing activities	(353.900)	(369.865)
<b>Decrease in cash and cash equivalents</b>	<b>(6.807)</b>	<b>(25.622)</b>
Net effect of changes in exchange rates on cash and cash equivalents	1.876	1.943
Cash and cash equivalents at beginning of year	70.023	93.702
<b>Cash and cash equivalents at end of year</b>	<b>65.092</b>	<b>70.023</b>



# Consolidates Statement of Changes in Equity

Expressed in Millions of Rupiah, Unless Otherwise Stated

	Other Components of Equity							Non Controlling Interests	Total
	Issued and Fully Paid Capital	Additional Paid-in Capital	Other Components of Equity		Retained Earnings		Subtotal		
			Exchange Difference on Translation of Accounts of Foreign Operation	Other Comprehensive Income	Appropriated	Unappropriated			
<b>Balance December 31, 2016</b>	<b>143,967</b>	<b>49,899</b>	<b>(9,890)</b>	<b>899</b>	<b>28,993</b>	<b>1,163,895</b>	<b>1,377,763</b>	<b>202,292</b>	<b>1,580,055</b>
Profit for the year	-	-	-	-	-	499,430	499,430	55,958	555,388
Other comprehensive income	-	-	14,936	-	-	(12,362)	2,574	5,340	7,914
Total comprehensive income for the year	-	-	<b>14,936</b>	-	-	<b>487,068</b>	<b>502,004</b>	<b>61,298</b>	<b>563,302</b>
Final cash dividends for 2016	-	-	-	-	-	(57,587)	(57,587)	-	(57,587)
First interim cash dividends for 2017	-	-	-	-	-	(57,587)	(57,587)	-	(57,587)
Second interim cash dividends for 2017	-	-	-	-	-	(86,380)	(86,380)	-	(86,380)
Third interim cash dividends for 2017	-	-	-	-	-	(86,380)	(86,380)	-	(86,380)
Cash dividends by subsidiaries to their non-controlling interests	-	-	-	-	-	-	-	(27,239)	(27,239)
<b>Balance December 31, 2017</b>	<b>143,967</b>	<b>49,899</b>	<b>5,046</b>	<b>899</b>	<b>28,993</b>	<b>1,363,029</b>	<b>1,591,833</b>	<b>236,351</b>	<b>1,828,184</b>
Profit for the year	-	-	-	-	-	556,904	556,904	76,646	633,550
Other comprehensive income	-	-	(2,911)	-	-	16,824	13,913	3,835	17,748
Total comprehensive income for the year	-	-	<b>(2,911)</b>	-	-	<b>573,728</b>	<b>570,817</b>	<b>80,481</b>	<b>651,298</b>
Final cash dividends for 2017	-	-	-	-	-	(69,104)	(69,104)	-	(69,104)
First interim cash dividends for 2018	-	-	-	-	-	(57,587)	(57,587)	-	(57,587)
Second interim cash dividends for 2018	-	-	-	-	-	(86,380)	(86,380)	-	(86,380)
Third interim cash dividends for 2018	-	-	-	-	-	(86,380)	(86,380)	-	(86,380)
Cash dividends by subsidiaries to their non-controlling interests	-	-	-	-	-	-	-	(29,754)	(29,754)
<b>Balance December 31, 2018</b>	<b>143,967</b>	<b>49,899</b>	<b>2,135</b>	<b>899</b>	<b>28,993</b>	<b>1,637,306</b>	<b>1,863,199</b>	<b>287,078</b>	<b>2,150,277</b>

## Shareholder Composition

(as of December 31, 2018)

Shareholders	Number of Shares	%	Nominal Value (Rp)
PT Adrindo Intiperkasa	3.347.263.708	58%	83.681.592.700
Others (each with ownership interest below 5%)	2.411.411.732	42%	60.285.293.300
<b>Total*</b>	<b>5.758.675.440</b>	<b>100%</b>	<b>143.966.886.000</b>

\*There was no change in number of floating shares during 2018

## Dividend Calendar

Dividend Type	Payment Date	Year Book	Total Dividend in Billion IDR (Gross)
<b>Final 2017</b>	June 8, 2018	2017	Rp.69
Interim I 2018	May 25, 2018	2018	Rp.58
Interim II 2018	August 28, 2018	2018	Rp.86
Interim III 2018	November 23, 2018	2018	Rp.86
<b>TOTAL</b>			<b>Rp.299</b>
<b>Final 2016</b>	May 24, 2017	2016	Rp.58
Interim I 2017	May 30, 2017	2017	Rp.58
Interim II 2017	August 24, 2017	2017	Rp.86
Interim III 2017	November 24, 2017	2017	Rp.86
<b>TOTAL</b>			<b>Rp.288</b>

## 2018 Quarterly Share Price

Year	Highest (Rp)	Lowest (Rp)	Closing (Rp)
<b>2018</b>	1.625	1.170	1.400
Q1	1.515	1.170	1.345
Q2	1.625	1.310	1.310
Q3	1.435	1.235	1.405
Q4	1.540	1.300	1.400

## Share Owned by Company

Direct Ownership	Principal Activity	Year of Investment	Percentage of Ownership
Bradke Synergies Sdn. Bhd.	Holding Company	2015	100%
PT Hydraxle Perkasa	Body Maker Manufacture	2012	51%
PT Panata Jaya Mandiri	Filter Manufacture	1995	70%
PT POSCO Indonesia Jakarta Processing Center	Steel Processing Industry	2005	15%
PT Prapat Tunggal Cipta	Sole Distributor	2013	99,99%
PT Selamat Sempana Perkasa	Rubber Manufacture	2013	99,99%
Sure Filter (Thailand) Co., Ltd.	Sole Distributor	2018	44%
PT Tokyo Radiator Selamat Sempurna	Radiator Manufacture	2012	33%