



## PT SELAMAT SEMPURNA Tbk

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

### SMSM membukukan Penjualan Bersih Konsolidasian Rp1,18 Triliun untuk Triwulanan Pertama Tahun Buku 2022

Hari ini, PT Selamat Sempurna Tbk (SMSM/the "Company") mengumumkan kinerja Perseroan untuk triwulanan pertama tahun buku 2022.

Penjualan bersih konsolidasian Perseroan pada triwulanan pertama tahun buku 2022 sebesar Rp1,18 triliun, 21% lebih tinggi dibandingkan dengan periode yang sama tahun lalu. Laba bersih\* Perseroan sebesar Rp188 miliar, 17% lebih tinggi dibandingkan dengan periode yang sama tahun lalu.

\*) Laba bersih adalah laba periode berjalan yang diatribusikan kepada pemilik entitas induk, yaitu pemegang saham SMSM.

### SMSM booked Consolidated Net Sales of Rp1.18 Trillion for the 1<sup>st</sup> Quarter of Financial Year 2022

PT Selamat Sempurna Tbk (SMSM/the "Company") today announced the Company's performance for the 1<sup>st</sup> quarter of the 2022 financial year.

The Company's consolidated net sales for the 1<sup>st</sup> quarter of the 2022 financial year was Rp1.18 trillion, increase of 21% from the comparable period last year. The Company's net income\* was Rp188 billion, 17% higher from the comparable period last year.

\*) Net income is profit for the period attributable to owners of the parent entity, i.e. SMSM's shareholders.

Dalam Miliar Rupiah | In Billion IDR

| Highlights   | 3 Bulan Berakhir<br>3 Months Ended |         | Perubahan<br>  Change % | Compare Q to Y |       |
|--|------------------------------------|---------|-------------------------|----------------|-------|
|  | 3M 2022                            | 3M 2021 |                         | 3M 2022        | 2021  |
| Penjualan Bersih   <i>Net Sales</i>  | 1,180                              | 971     | 21%                     | 1,180          | 4,163 |
| Laba Bruto   <i>Gross Profit</i>   | 356                                | 315     | 13%                     | 356            | 1,337 |
| Laba Usaha   <i>Income from Operation</i>  | 262                                | 230     | 14%                     | 262            | 931   |
| Laba Periode Berjalan yang dapat diatribusikan kepada  <br><i>Profit for the period attributable to:</i> |                                    |         |                         |                |       |
| Pemilik entitas induk   <i>Owners of the parent entity</i>   | 188                                | 160     | 17%                     | 188            | 662   |
| Kepentingan non-pengendali   <i>Non-controlling interests</i>  | 22                                 | 20      | 11%                     | 22             | 66    |

### Ratio Keuangan | Financial Ratio

| Highlights   | 3 Bulan Berakhir<br>3 Months Ended |         | Compare Q to Y |      |
|--|------------------------------------|---------|----------------|------|
|  | 3M 2022                            | 3M 2021 | 3M 2022        | 2021 |
| Pertumbuhan Penjualan Bersih   <i>Net Sales Growth</i>                           | 21%                                |         |                |      |
| Pertumbuhan Total Aset   <i>Total Asset Growth</i>                               | 9%                                 |         | 6%             |      |
| Pertumbuhan Total Ekuitas   <i>Total Equity Growth</i>                           | 10%                                |         | 7%             |      |
| Marjin Laba Bruto   <i>Gross Profit Margin</i>                                   | 30%                                | 32%     | 30%            | 32%  |
| Marjin Laba Usaha   <i>Operating Profit Margin</i>                               | 22%                                | 24%     | 22%            | 22%  |
| Marjin Laba Bersih*   <i>Profit Margin*</i>                                      | 16%                                | 16%     | 16%            | 16%  |
| Laba Bersih terhadap Aset   <i>Return on Assets</i>                              | 5%                                 | 5%      | 5%             | 19%  |
| Laba Bersih* terhadap Ekuitas   <i>Return on Equity*</i>                         | 6%                                 | 6%      | 6%             | 23%  |
| Rasio Liabilitas terhadap Jumlah Aset   <i>Liabilities to Total Assets Ratio</i> | 24%                                | 24%     | 24%            | 25%  |



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|---|------------------------------------|---------|----------------|------|
|   | 3M 2022                            | 3M 2021 | 3M 2022        | 2021 |
| Rasio Liabilitas terhadap Jumlah Ekuitas   <i>Liabilities to Total Equity Ratio</i> | 31%                                | 32%     | 31%            | 33%  |
| Rasio Lancar   <i>Current Ratio</i>   | 437%                               | 443%    | 437%           | 418% |

\*) Diatribusikan kepada pemilik entitas induk, yaitu pemegang saham SMSM | Attributable to owners of the parent entity, i.e. SMSM's shareholders.

### Kinerja Penjualan | Sales Performance

Dalam Miliar Rupiah | In Billion IDR

| Market                  | 3 Bulan Berakhir   3 Months Ended |            | Peningkatan   (Penurunan)<br>Increase   (Decrease) |            |
|-------------------------|-----------------------------------|------------|--|------------|
|                         | 3M 2022                           | 3M 2021    | IDR  | %          |
| Dalam Negeri   Domestic | 444                               | 317        | 127  | 40%        |
| Luar Negeri   Overseas  | 736                               | 654        | 82   | 13%        |
| <b>Total</b>            | <b>1,180</b>                      | <b>971</b> | <b>209</b>   | <b>21%</b> |

Dalam Miliar Rupiah | In Billion IDR

| Segmen   Segment        | 3 Bulan Berakhir   3 Months Ended |            | Peningkatan   (Penurunan)<br>Increase   (Decrease) |            |
|-------------------------|-----------------------------------|------------|--|------------|
|                         | 3M 2022                           | 3M 2021    | IDR  | %          |
| Penyaring   Filter      | 815                               | 707        | 108  | 15%        |
| Radiator   Radiator     | 127                               | 109        | 18   | 17%        |
| Karoseri   Body Maker   | 80                                | 47         | 33   | 70%        |
| Distribusi   Trading    | 332                               | 298        | 34   | 12%        |
| Lain-lain   Others      | 113                               | 92         | 21   | 22%        |
| Eliminasi   Elimination | (287)                             | (282)      | 5  | 2%         |
| <b>Total</b>            | <b>1,180</b>                      | <b>971</b> | <b>209</b>   | <b>21%</b> |

Visibilitas mengenai tren pasar dalam beberapa bulan ke depan pada tahun 2022 tetap menantang. Ketidakpastian terkait dengan evolusi pandemi, ketersediaan dan harga bahan baku, kendala transportasi dan ketersediaan logistik, dan konflik Rusia-Ukraina.

Visibility as to the market trend in the next few months of 2022 remains challenging. The uncertainties related to the evolution of the pandemic, availability and prices of raw materials, transportation and supply logistics issues, and the Russia-Ukraine conflict.

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