



PT SELAMAT SEMPURNA Tbk

MANUFACTURER OF AUTOMOTIVE PARTS
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

SMSM membukukan Penjualan Bersih Konsolidasian Rp3,02 Triliun untuk Sembilan Bulan Tahun Buku 2021

Hari ini, PT Selamat Sempurna Tbk (SMSM/the “Company”) mengumumkan kinerja Perseroan untuk sembilan bulan tahun buku 2021.

Penjualan bersih konsolidasian Perseroan pada sembilan bulan tahun buku 2021 sebesar Rp3,02 triliun, 31% lebih tinggi dibandingkan dengan periode yang sama tahun lalu. Laba bersih* Perseroan sebesar Rp492 miliar, 39% 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.*

Kinerja SMSM pada sembilan bulan tahun buku 2021 menunjukkan pemulihan yang cukup baik, jika dibandingkan dengan periode yang sama tahun lalu. Selama periode berjalan tahun buku 2021, Perseroan berusaha untuk menjalankan bisnisnya secara simpel, ramping, dan efisien sehingga Perseroan mampu mempertahankan margin laba kotor, margin laba operasi, dan margin laba bersih dengan posisi yang lebih baik dibandingkan dengan posisi sebelum pandemi COVID-19.

SMSM booked Consolidated Net Sales of Rp3.02 Trillion for the First Nine Months of 2021 Financial Year

PT Selamat Sempurna Tbk (SMSM/the “Company”) today announced the Company’s performance for the first nine months of 2021 financial year.

The Company’s consolidated net sales for the first nine months of 2021 financial year was Rp3.02 trillion, increase of 31% from the comparable period last year. The Company’s net income* was Rp492 billion, 39% 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.*

SMSM’s performance in the first nine months of 2021 financial year showed a fairly good recovery, when compared to the same period last year. Throughout the period of 2021 financial year, the Company strives to conduct its business simple, lean, and efficient in which the Company was able to maintain the gross profit, operating profit, and net margin in a better position compare to position prior to the COVID-19 pandemic.

Rasio Keuangan | Financial Ratio

Highlights	9 Bulan Berakhir 9 Months Ended			Compare Q to Y	
	9M 2021	9M 2020	9M 2019**	9M 2021	2020
Pertumbuhan Penjualan Bersih <i>Net Sales Growth</i>	31%				
Marjin Laba Bruto <i>Gross Profit Margin</i>	32%	31%	30%	32%	32%
Marjin Laba Usaha <i>Operating Profit Margin</i>	23%	22%	21%	23%	21%
Marjin Laba Bersih* <i>Profit Margin*</i>	16%	15%	15%	16%	15%
Return on Assets	14%	12%	15%	14%	16%
Return on Equity	19%	15%	19%	19%	20%
Rasio Lancar <i>Current Ratio</i>	418%	627%	480%	418%	576%

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

****) Informasi 9M2019 untuk referensi perbandingan kinerja Perseroan sebelum pandemi COVID-19 | The 9M2019 Information for reference comparison of the Company’s performance prior the COVID-19 pandemic.*



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Dalam Miliar Rupiah | In Billion IDR

Highlights	9 Bulan Berakhir 9 Months Ended		Perubahan Change %	Compare Q to Y	
	9M 2021	9M 2020		9M 2021	2020
Penjualan Bersih <i>Net Sales</i>	3.023	2.303	31.26%	3.023	3.234
Laba Bruto <i>Gross Profit</i>	962	709	35.61%	962	1.037
Laba Usaha <i>Income from Operation</i>	684	498	37.48%	684	693
Laba Periode Berjalan yang dapat diatribusikan kepada <i>Profit for the period attributable to:</i>					
Pemilik entitas induk <i>Owners of the parent entity</i>	492	353	39.47%	492	488
Kepentingan non-pengendali <i>Non-controlling interests</i>	49	37	32.13%	49	51

Pemulihan per triwulan | Improvement by quarter

Dalam Miliar Rupiah | In Billion IDR

Penjualan Bersih <i>Net Sales</i>					
	Tahun Year 2021	Perubahan dibanding Periode sebelumnya <i>Changes compare to previous period</i>	Tahun Year 2020	Perubahan dibanding Periode sebelumnya <i>Changes compare to previous period</i>	
Per 31 Maret	971	-	803	-	As of 31 March
Per 30 Juni	1.970	999	1.464	661	As of 30 June
Per 30 September	3.023	1.053	2.303	839	As of 30 September
Per 30 Desember			3.234	931	As of 31 December

Pemulihan per triwulan | Improvement by quarter

Dalam Miliar Rupiah | In Billion IDR

Laba Periode Berjalan yang dapat diatribusikan kepada Pemilik entitas induk <i>Profit for the period attributable to Owners of the parent entity</i>					
	Tahun Year 2021	Perubahan dibanding Periode sebelumnya <i>Changes compare to previous period</i>	Tahun Year 2020	Perubahan dibanding Periode sebelumnya <i>Changes compare to previous period</i>	
Per 31 Maret	160	-	115	-	As of 31 March
Per 30 Juni	314	154	203	88	As of 30 June
Per 30 September	492	178	353	150	As of 30 September
Per 30 Desember			488	135	As of 31 December



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Ratio Keuangan | Financial Ratio

Highlights	9 Bulan Berakhir 9 Months Ended		Compare Q to Y	
	9M 2021	9M 2020	9M 2021	2020
Pertumbuhan Penjualan Bersih <i>Net Sales Growth</i>	31%			
Pertumbuhan Total Aset <i>Total Asset Growth</i>	19%			
Pertumbuhan Total Ekuitas <i>Total Equity Growth</i>	10%			
Marjin Laba Bruto <i>Gross Profit Margin</i>	32%	31%	32%	32%
Marjin Laba Usaha <i>Operating Profit Margin</i>	23%	22%	23%	21%
Marjin Laba Bersih* <i>Profit Margin*</i>	16%	15%	16%	15%
Laba Bersih terhadap Aset <i>Return on Assets</i>	14%	12%	14%	16%
Laba Bersih terhadap Ekuitas <i>Return on Equity</i>	19%	15%	19%	20%
Rasio Liabilitas terhadap Jumlah Aset <i>Liabilities to Total Assets Ratio</i>	26%	20%	26%	22%
Rasio Liabilitas terhadap Jumlah Ekuitas <i>Liabilities to Total Equity Ratio</i>	34%	25%	34%	27%
Rasio Lancar <i>Current Ratio</i>	418%	627%	418%	576%

*) 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	9 Bulan Berakhir 9 Months Ended		Peningkatan (Penurunan) Increase (Decrease)	
	9M 2021	9M 2020	IDR	%
Indonesia	985	684	301	43.87%
Luar Negeri Overseas	2.038	1.619	419	25.93%
Total	3.023	2.303	720	31.26%

Dalam Miliar Rupiah | In Billion IDR

Segmen Segment	9 Bulan Berakhir 9 Months Ended		Peningkatan (Penurunan) Increase (Decrease)	
	9M 2021	9M 2020	IDR	%
Penyaring Filter	2.240	1.716	524	30.50%
Radiator Radiator	318	236	83	35.08%
Karoseri Body Maker	153	58	95	163.27%
Distribusi Trading	882	721	161	22.40%
Lain-lain Others	308	210	98	46.65%
Eliminasi Elimination	(878)	(638)	240	37.63%
Total	3.023	2.303	720	31.26%



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Visibilitas mengenai tren pasar dalam beberapa bulan ke depan tetap menantang terutama karena ketidakpastian yang berkelanjutan tentang evolusi pandemi dan situasi makroekonomi. Ada juga isu-isu penting tertentu yang berkaitan dengan kenaikan umum harga bahan baku utama dan ketersediaannya, serta kesulitan logistik dan biaya pengiriman yang lebih tinggi.

Perseroan akan tetap bersikap lebih konservatif dan selalu mempertimbangkan aspek manajemen risiko serta tetap berhati-hati dalam mengeksekusi berbagai strategi dan program, memperkuat posisi keuangan, memitigasi risiko penerimaan dari pelanggan, peningkatan efisiensi dan efektivitas setiap pengeluaran, selain tetap menjaga kesehatan dan keselamatan karyawan Perseroan.

Visibility as to the market trend in the next few months remains challenging mainly due to the continuing uncertainty about the evolution of the pandemic and the macroeconomic situation. There are also specific critical issues relating to the generalized increase in the prices of the main raw materials and their availability, as well as logistic difficulties and higher freight cost.

The Company will remain more conservative and always take into account the aspect of risk management and remain cautiously in executing various strategies and programs, strengthening the financial position, mitigate the risk of receivables, improving the efficiency and effectiveness of each spending, in addition to maintaining the health and safety of the Company employees.
