



PT SELAMAT SEMPURNA Tbk

MANUFACTURER OF AUTOMOTIVE PARTS
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

Investor Relations

1H 2024 Performance

Last Update : 30 July 2024

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 **125** countries worldwide
- ❑ Trademark Registration in more than **130** countries worldwide
- ❑ Approximately 90% of our revenue is recurring aftermarket revenue
- ❑ Strong Balance Sheet and Cash Flow

Production Plant - Indonesia



Kapuk Plant (Radiator Facilities)



Tangerang Plant (Filter Other Products & Subsidiaries)



▪ Filters: 96 millions pieces per year

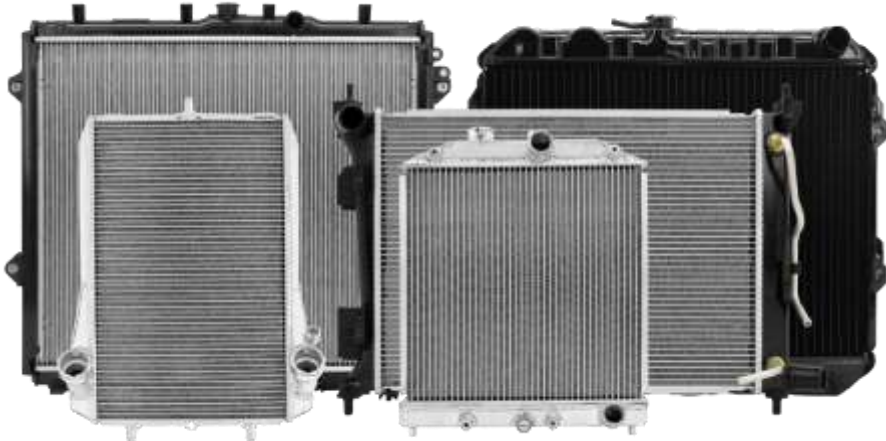
▪ Radiators: 1.95 millions pieces per year

One Stop Shop for Thermal System & Filtration

- More than 7,000 part numbers available, radiators and filters.
- Automotive, Heavy Equipment, Marines, and Industrial sectors for Japanese, European, and American applications.
- ± 500 Filters & Radiators new part numbers every year.



Main Products



Other Products



DUMP HOIST



COOLANT



BRAKE PARTS

List of OEM/OES

- ANTONIO CARRARO
- ATLAS COPCO
- BELL
- BOMAG
- CARRIER
- CLARK
- CNHI
- DAIHATSU
- DFSK
- Doosan
- GEHL
- GENERAL MOTORS
- HINO
- HITACHI
- HYSTER
- HYUNDAI
- ISEKI
- ISUZU
- KATO
- KOHLER
- KUBOTA
- LIEBHERR
- LIUGONG
- MANITOU
- MATHIEU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SUBARU
- SUMITOMO
- SUNWARD
- SUZUKI
- TAKEUCHI
- TOYOTA
- UD TRUCKS
- VESTAS
- VOLVO
- YALE
- 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)

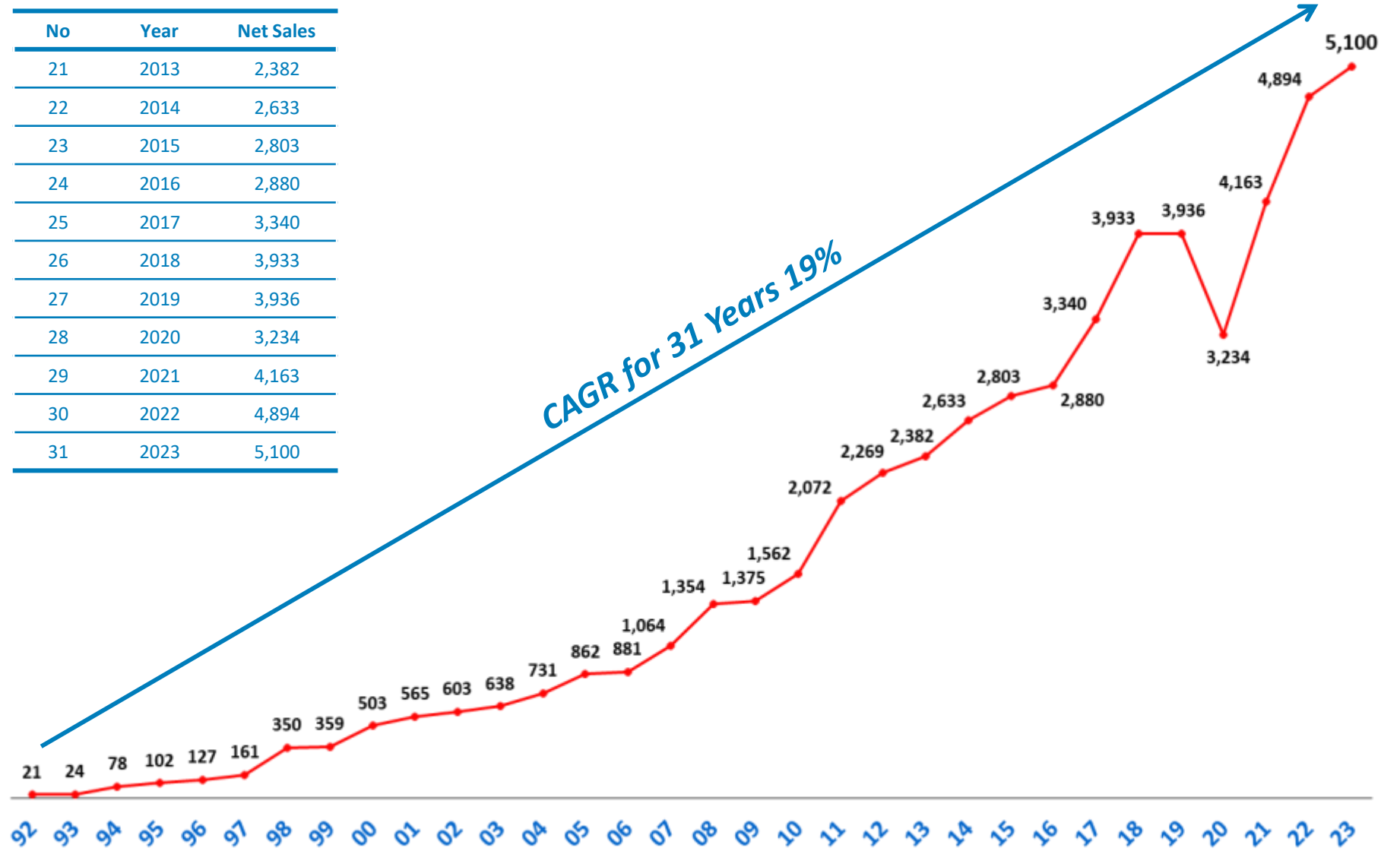
Radiators & Others

- **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)

31 Years of CAGR Sales

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
25	2017	3,340
26	2018	3,933
27	2019	3,936
28	2020	3,234
29	2021	4,163
30	2022	4,894
31	2023	5,100

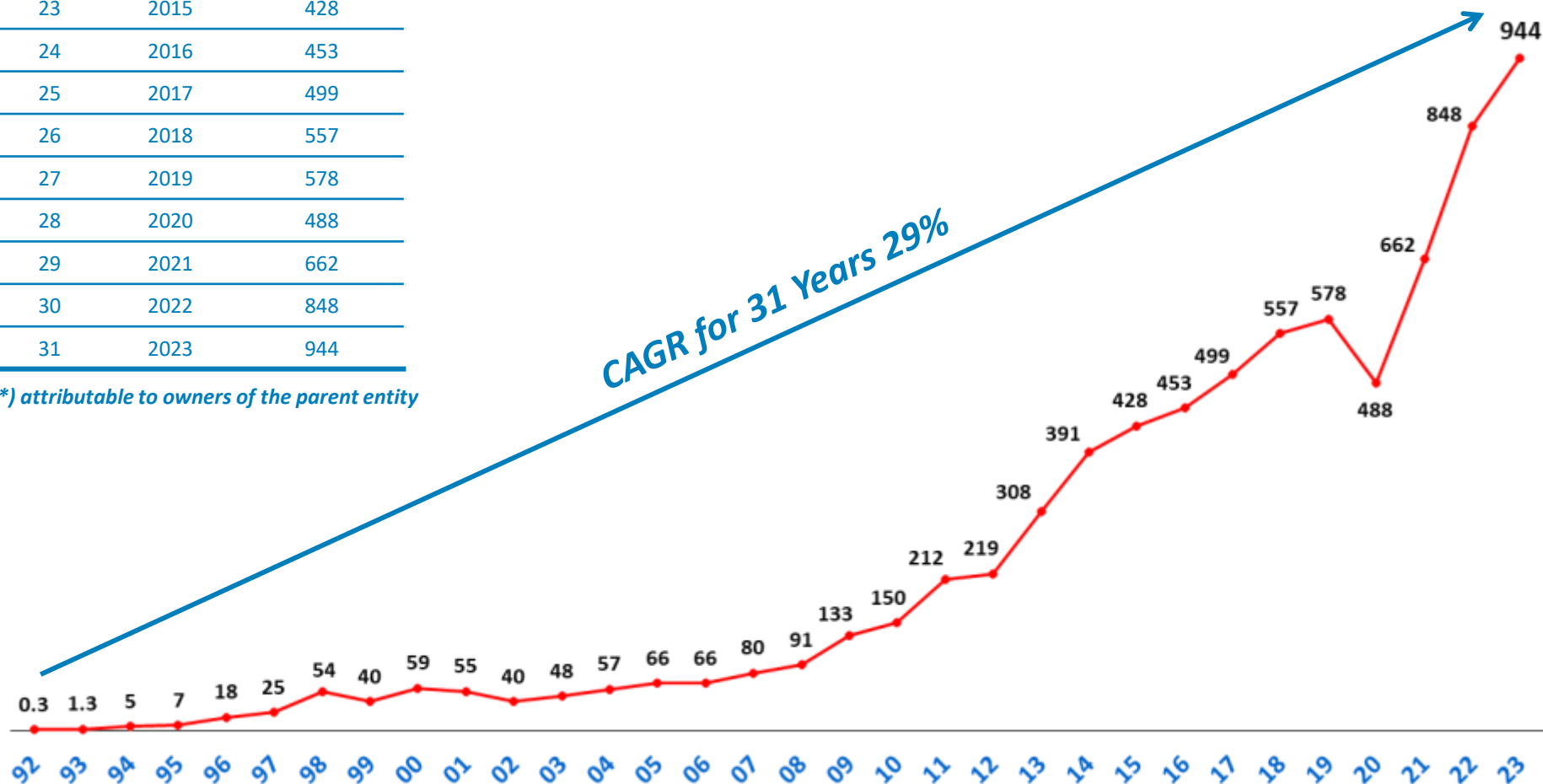


31 Years of CAGR Net Income

No	Year	Net Income*
	1992	0.3
1	1993	1.3
2	1994	5
3	1995	7
4	1996	18
5	1997	25
6	1998	54
7	1999	40
8	2000	59
9	2001	55
10	2002	40
11	2003	48
12	2004	57
13	2005	66
14	2006	66
15	2007	80
16	2008	91
17	2009	133
18	2010	150
19	2011	212
20	2012	219

No	Year	Net Income*
21	2013	308
22	2014	391
23	2015	428
24	2016	453
25	2017	499
26	2018	557
27	2019	578
28	2020	488
29	2021	662
30	2022	848
31	2023	944

**) attributable to owners of the parent entity*

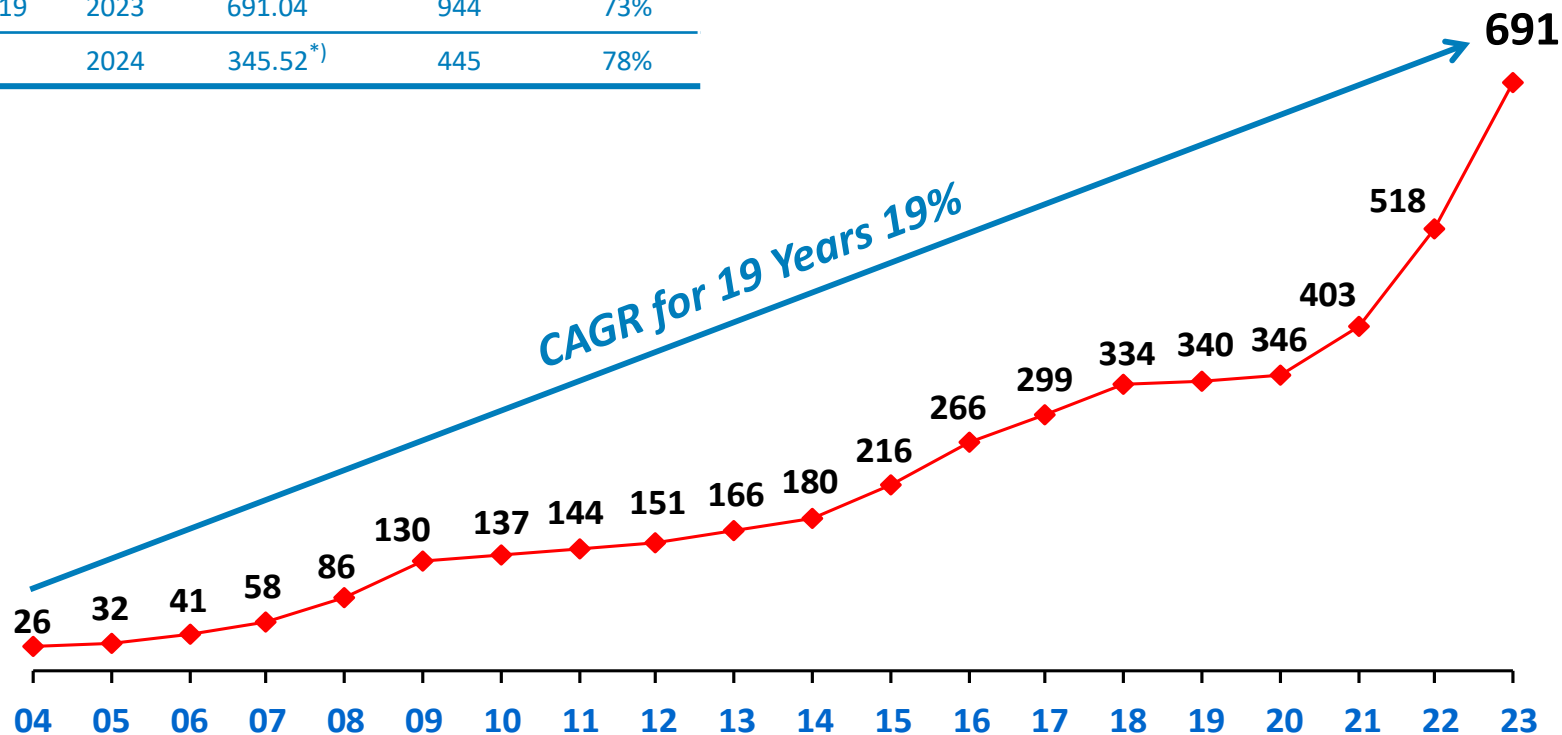


19 Years Consecutive Dividend Payment Growth

No	Book Year	Total Dividend (In Bio IDR)	Net Income (In Bio IDR)	Payout Ratio
	2004	25.97	57	45%
1	2005	32.47	66	49%
2	2006	41.08	66	62%
3	2007	57.59	80	72%
4	2008	86.38	91	94%
5	2009	129.57	133	98%
6	2010	136.77	150	91%
7	2011	143.97	212	68%
8	2012	151.17	219	69%
9	2013	165.56	308	54%
10	2014	179.96	391	46%
11	2015	215.95	428	50%
12	2016	266.34	453	59%
13	2017	299.45	499	60%
14	2018	334.00	557	60%
15	2019	339.76	578	59%
16	2020	345.52	488	71%
17	2021	403.11	662	61%

No	Book Year	Total Dividend (In Bio IDR)	Net Income (In Bio IDR)	Payout Ratio
18	2022	518.04	848	61%
19	2023	691.04	944	73%
	2024	345.52 ^{*)}	445	78%

- Paid quarterly dividend since 2015 = 38 times
- Increased annually for 19 years
- Total Dividend paid since 1996 Rp5.08 Trillion






Dividend Distribution within year 2024 :

- ^{*)} 1st Interim Dividend For 2024 Financial Year : IDR 144 Bio on May 28, 2024
Final Dividend For 2023 Financial Year : IDR 230 Bio on July 16, 2024
- ^{*)} 2nd Interim Dividend For 2024 Financial Year : IDR 202 Bio on Aug 21, 2024

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%.

Summary Performance 1H 2024

	6 Months ended 30 June 2024			Changes
Net Sales	IDR	2.35 T		(5.26%)
Profit for the Period*	IDR	445 B		3.71%
EPS	IDR	77		3.71%

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	6 Months Ended		Increase/ (Decrease)	%	Compare Q to Y	
	1H 2024	1H 2023			1H 2024	2023
Net Sales	2,350	2,480	(130)	(5%)	2,350	5,100
Gross Profit	827	850	(23)	(3%)	827	1,830
Operating Profit	591	588	3	0.5%	591	1,280
Profit for the period attributable to:						
Owners of the parent entity	445	429	16	4%	445	944
Non-controlling Interests	38	48	(9)	(19%)	38	92
Current Assets	3,552	3,121	431	14%	3,552	3,321
Total Assets	4,862	4,370	492	11%	4,862	4,589
Current Liabilities	610	602	8	1%	610	640
Total Liabilities	907	939	(31)	(3%)	907	947
Equity attributable to						
Owners of the Company Entity	3,527	3,013	514	17%	3,527	3,216
Non-controlling Interests	427	407	21	5%	427	414
Equity of Subsidiary Arising from						
Restatement of Financial Statements	-	11	(11)	(100%)	-	12
EPS	77	75	3	4%	77	164

Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	1H 2024	1H 2023	1H 2024	2023
Net Sales Growth	(5%)			
Total Asset Growth	11%		6%	
Total Equity Growth	15%		9%	
Gross Profit Margin	35%	34%	35%	36%
Operating Margin	25%	24%	25%	25%
Profit Margin*	19%	17%	19%	19%
Return on Assets	10%	11%	10%	23%
Return on Equity*	11%	13%	11%	26%
Total Debt/Total Assets	19%	21%	19%	21%
Total Debt/Total Equity	23%	27%	23%	26%
Current Ratio	583%	519%	583%	519%

Sales Performance 1H 2024 (6 Months Ended)

Market	Sales (IDR)				Increase / (Decrease)	
	1H 2024	%	1H 2023	%	IDR	%
Domestic	952	41%	1,010	41%	(58)	(6%)
Overseas	1,398	59%	1,470	59%	(72)	(5%)
Total	2,350	100%	2,480	100%	(130)	(5%)

Product	Sales (IDR)				Increase / (Decrease)	
	1H 2024	%	1H 2023	%	IDR	%
Filter	1,758	75%	1,771	71%	(13)	(1%)
Radiator	249	11%	211	8%	38	18%
Body Maker	119	5%	192	8%	(73)	(38%)
Trading	752	32%	714	29%	38	5%
Others	97	4%	116	5%	(19)	(16%)
(Elimination)	(625)	(27%)	(524)	(21%)	101	19%
Total	2,350	100%	2,480	100%	(130)	(5%)

Sales by Geographical

Geographical	1H 2024		1H 2023		Increase / (Decrease)
	IDR	%	IDR	%	
Domestic	952	41%	1,010	41%	(6%)
Overseas					
Asia	527	22%	623	25%	(15%)
America	393	17%	315	13%	25%
Europe	237	10%	312	12%	(24%)
Australia	204	9%	175	7%	17%
Africa	37	1%	45	2%	(20%)
Total	2,350	100%	2,480	100%	(5%)

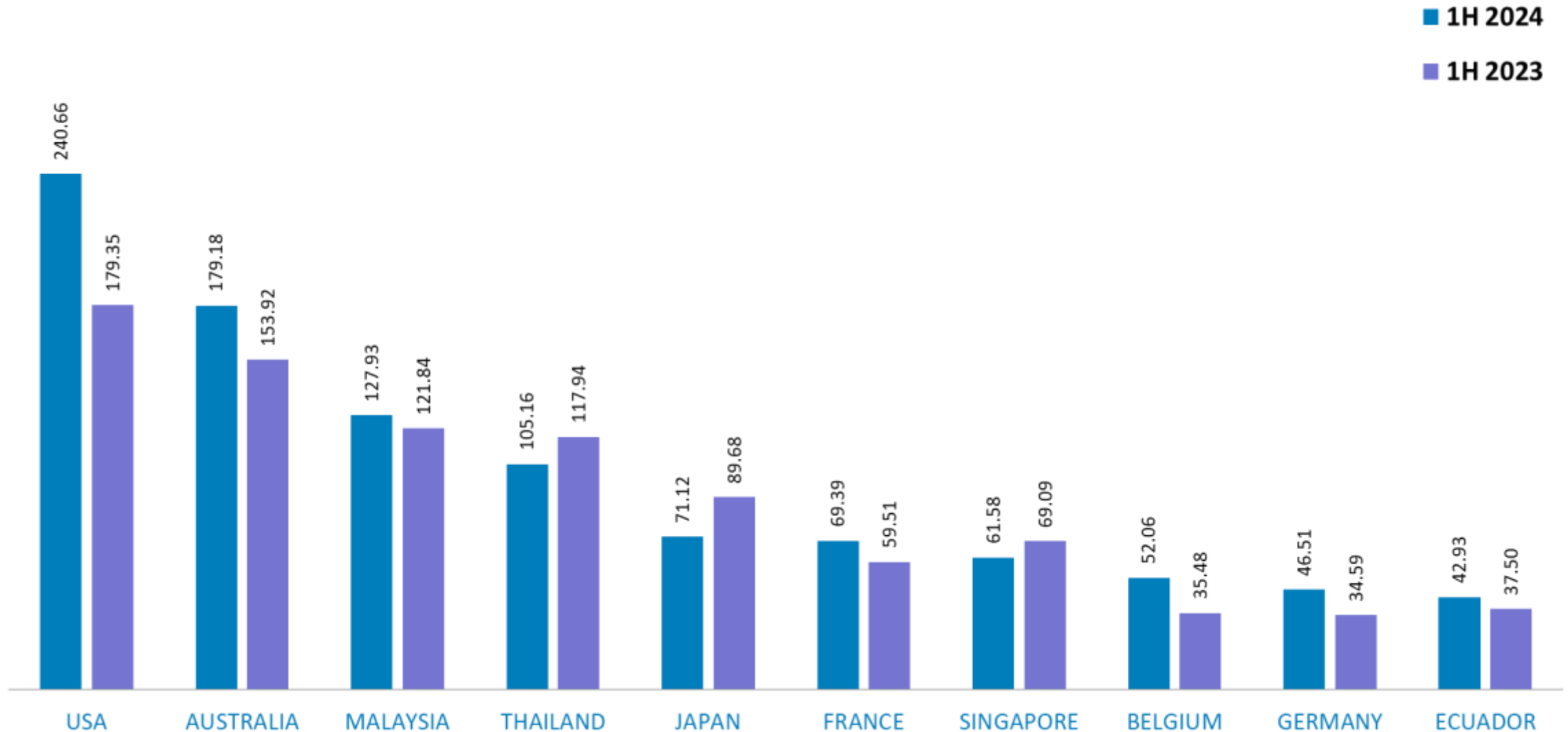
Slightly Improvement in First Half 2024

	FY 2024 (in Bio IDR)			
	Net Sales	o of Net Sales compare to previous Q	Profit for the Period*	o Profit for the Period* compare to previous Q
As of 31 March	1,156		215	
As of 30 June	2,350	1,194	445	230

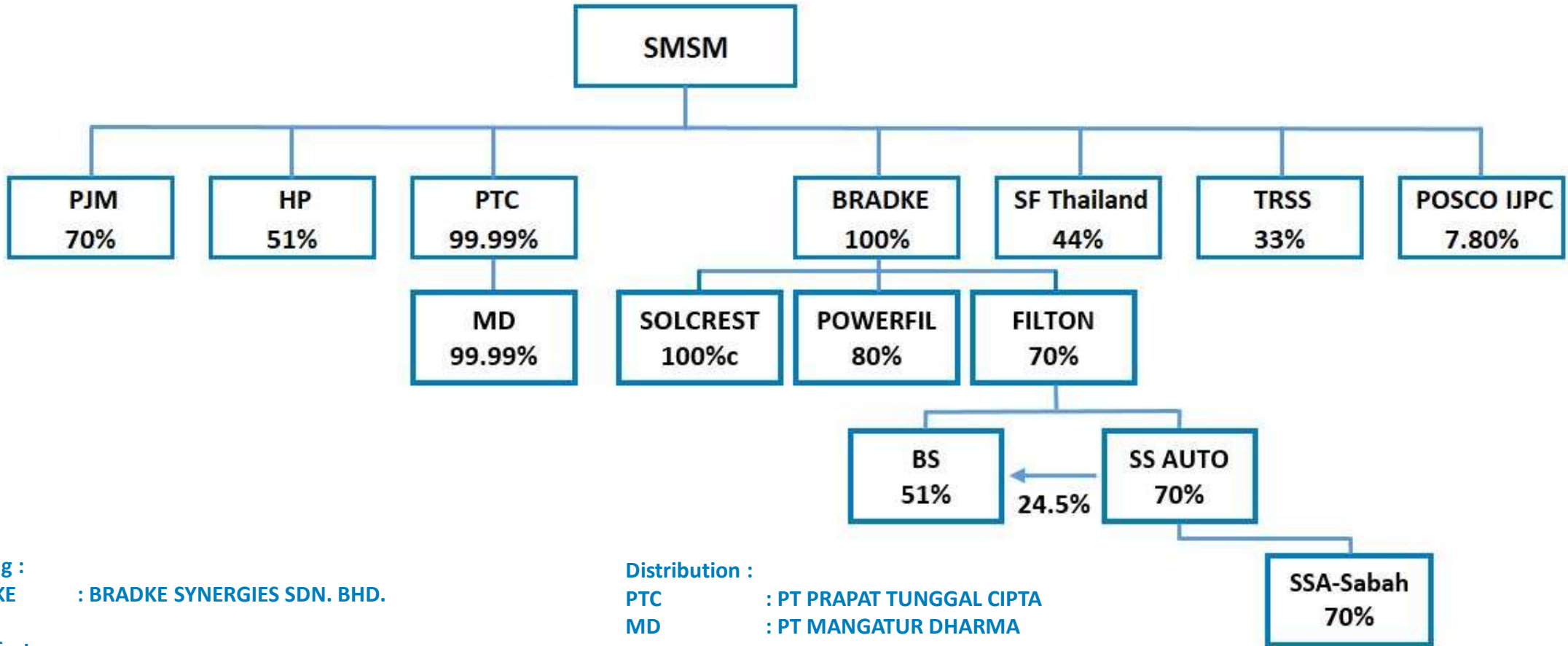
	FY 2024 (in Bio IDR)			
	Overseas Sales	o of Overseas Sales compare to previous Q	Domestic Sales	o Domestic Sales compare to previous Q
As of 31 March	698		458	
As of 30 June	1,398	700	952	494

Top 10 Export Destinations by Countries

(sort by sales 1H 2024 - in Bio IDR)



Structure of SMSM with the Subsidiaries and Associates [30 June 2024]



Holding :
BRADKE : BRADKE SYNERGIES SDN. BHD.

Manufacture :
PJM : PT PANATA JAYA MANDIRI
HP : PT HYDRAXLE PERKASA
TRSS : PT TOKYO RADIATOR SELAMAT SEMPURNA
POSCO IJPC : PT POSCO INDONESIA JAKARTA PROCESSING CENTER
FILTON : FILTON INDUSTRIES SDN. BHD.

Distribution :
PTC : PT PRAPAT TUNGGAL CIPTA
MD : PT MANGATUR DHARMA
SOLCREST : SOLCREST PTY LTD.
POWERFIL : POWERFIL AUTOPARTS SDN. BHD.
BS : BS ENTERPRISE SDN. BHD.
SS AUTO : S.S AUTO SDN. BHD.
SS A-Sabah : S.S AUTO (Sabah) SDN. BHD.
SF THAILAND : SURE FILTER THAILAND CO., LTD.

Branches of PTC :
JABODETABEK, The Greater Jakarta
MAKASSAR, South Sulawesi
MEDAN, North Sumatra
PEKANBARU, Riau
SURABAYA, East Java



PT Panata Jaya Mandiri – PJM (Subsidiary Company)

- ❑ SMSM owns a 70% stake in PJM
- ❑ *Joint venture* with Donaldson Company Inc., USA

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2024 (U)	1H 2023 (U)		1H 2024 (U)	2023 (A)
Net Sales	616	573	7%	616	1,201
Gross Profit	145	139	4%	145	312
Operating Profit	117	104	12%	117	228
Profit for the period	93	83	12%	93	181
Current Assets	658	607	8%	658	618
Total Assets	801	743	8%	801	751
Current Liabilities	166	148	12%	166	146
Total Liabilities	204	191	7%	204	182
Total Equity	597	553	8%	597	568

U= Unaudited

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	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2024 (U)	1H 2023 (U)		1H 2024 (U)	2023 (A)
Net Sales	144	212	(32%)	144	405
Gross Profit	13	45	(70%)	13	71
Operating Profit	5	37	(88%)	5	56
Profit for the period	6	30	(81%)	6	46
Current Assets	140	197	(29%)	140	156
Total Assets	253	283	(11%)	253	255
Current Liabilities	33	62	(47%)	33	41
Total Liabilities	49	78	(37%)	49	58
Total Equity	203	205	(1%)	203	197

U= Unaudited

Amount in Billion Rupiah

A= Audited



PT Prapat Tunggal Cipta – PTC (Subsidiary Company)

- ❑ SMSM owns a 99.99% stake in PTC
- ❑ Sole distributor that specializes on the trading of the Company products in Indonesia aftermarket sectors

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2024 (U)	1H 2023 (U)		1H 2024 (U)	2023 (A)
Net Sales	418	391	7%	418	826
Gross Profit	123	110	12%	123	233
Operating Profit	89	74	21%	89	162
Profit for the period*	71	58	22%	71	127
Current Assets	491	477	3%	491	517
Total Assets	536	527	2%	536	562
Current Liabilities	115	124	(8%)	115	117
Total Liabilities	137	149	(8%)	137	139
Total Equity	399	378	6%	399	423

Bradke Synergies Sdn Bhd – BRADKE (Subsidiary Company)

- ❑ SMSM owns a 100% stake in Bradke
- ❑ Bradke is the Holding Company which had subsidiaries of which are (i) Manufacturing of filters product & the Company's Supplier for machinery (Filton Industries Sdn Bhd), the Company's sole distributor of filter products in Malaysia & Australia (Powerfil Auto Parts Sdn Bhd, SS Auto Sdn Bhd, Solcrest Pty Ltd)

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2024 (U)	1H 2023 (U)		1H 2024 (U)	2023 (A)
Net Sales	94	88	6%	94	183
Gross Profit	37	30	21%	37	64
Operating Profit	15	10	51%	15	26
Profit for the period*	9	5	70%	9	13
Current Assets	104	94	11%	104	97
Total Assets	183	172	7%	183	175
Current Liabilities	36	34	5%	36	33
Total Liabilities	60	62	(4%)	60	59
Total Equity	123	109	13%	123	116



Sure Filter (Thailand) Co., Ltd. – SF THAILAND (Subsidiary Company)

- ❑ SMSM owns a 44% stake in SF Thailand
- ❑ SF Thailand is the Company's sole distributor of filter and radiator products in Thailand

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2024 (U)	1H 2023 (U)		1H 2024 (U)	2023 (A)
Net Sales	181	161	12%	181	309
Gross Profit	49	47	4%	49	82
Operating Profit	7	9	(15%)	7	13
Profit for the period	4	5	(17%)	4	4
Current Assets	187	189	(1%)	187	202
Total Assets	413	435	(5%)	413	438
Current Liabilities	115	116	(1%)	115	154
Total Liabilities	202	227	(11%)	202	231
Total Equity	212	208	2%	212	208



PT Tokyo Radiator Selamat Sempurna (Associate Company)

- ❑ SMSM owns a 33% stake in TRSS
- ❑ *Joint venture* with Tokyo Radiator Mfg. Co. Ltd

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2024 (U)	1H 2023 (U)		1H 2024 (U)	2023 (U)
Net Sales	68	95	(29%)	68	184
Gross Profit	16	22	(27%)	16	45
Operating Profit	7	13	(43%)	7	28
Profit for the period	7	12	(37%)	7	24
Current Assets	135	135	0.5%	135	135
Total Assets	170	162	5%	170	165
Current Liabilities	18	22	(18%)	18	20
Total Liabilities	38	40	(6%)	38	40
Total Equity	132	121	9%	132	125

- ❑ SMSM owns a 7.80% stake in POSCO IJPC
- ❑ *Joint venture* with POSCO Holdings Inc. and POSCO International Corporation

Financial Highlights	6 Months Ended		Inc/(Decr) %	Compare Q to Y	
	1H 2024 (U)	1H 2023 (U)		1H 2024 (U)	2023 (A)
Net Sales	122	138	(12%)	122	269
Gross Profit	4	7	(44%)	4	10
Operating Profit	1	5	(71%)	1	5
Profit for the period	(0.3)	2	(112%)	(0.3)	1
Current Assets	136	145	(6%)	136	132
Total Assets	165	176	(6%)	165	166
Current Liabilities	115	124	(7%)	115	116
Total Liabilities	115	125	(7%)	115	116
Total Equity	50	51	(3%)	50	50

Achievement 2024

Month	Achievement
February	PT Panata Jaya Mandiri (subsidiary of PT Selamat Sempurna Tbk) has been awarded with “The Best OES Delivery Performance in 2023” by PT Isuzu Astra Motor Indonesia.
March	“The Best Quality Performance FY 2023” from PT Yanmar Diesel Indonesia.
April	“The Best Contribution 4W” from PT Suzuki Indomobil Sales.
May	“The Best Six Investortrust Companies 2024” by Investortrust.id. “The Good Delivery Supplier” & “The Good Quality Supplier” from PT Mitsubishi Kramayudha Motors and Manufacturing.
June	The 2024 Bisnis Indonesia Award (BIA) “Agility in Uncertainty” as the Best Listed Company in Automotive and Components Sector.

🔍 Sakura Filter Indonesia

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