

Investor Relations

3M 2024 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 **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

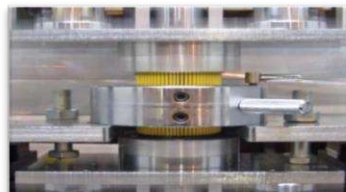
Production Plant - Indonesia



Kapuk Plant (Radiator Facilities)



Tangerang Plant (Filter Other Products & Subsidiaries)



▪ **Filters: 96 millions pieces per year**

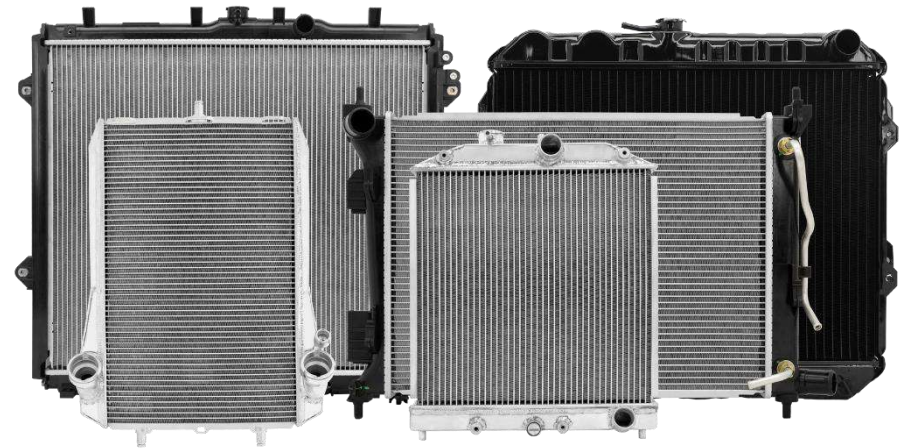
▪ **Radiators: 1.95 millions pieces per year**

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)

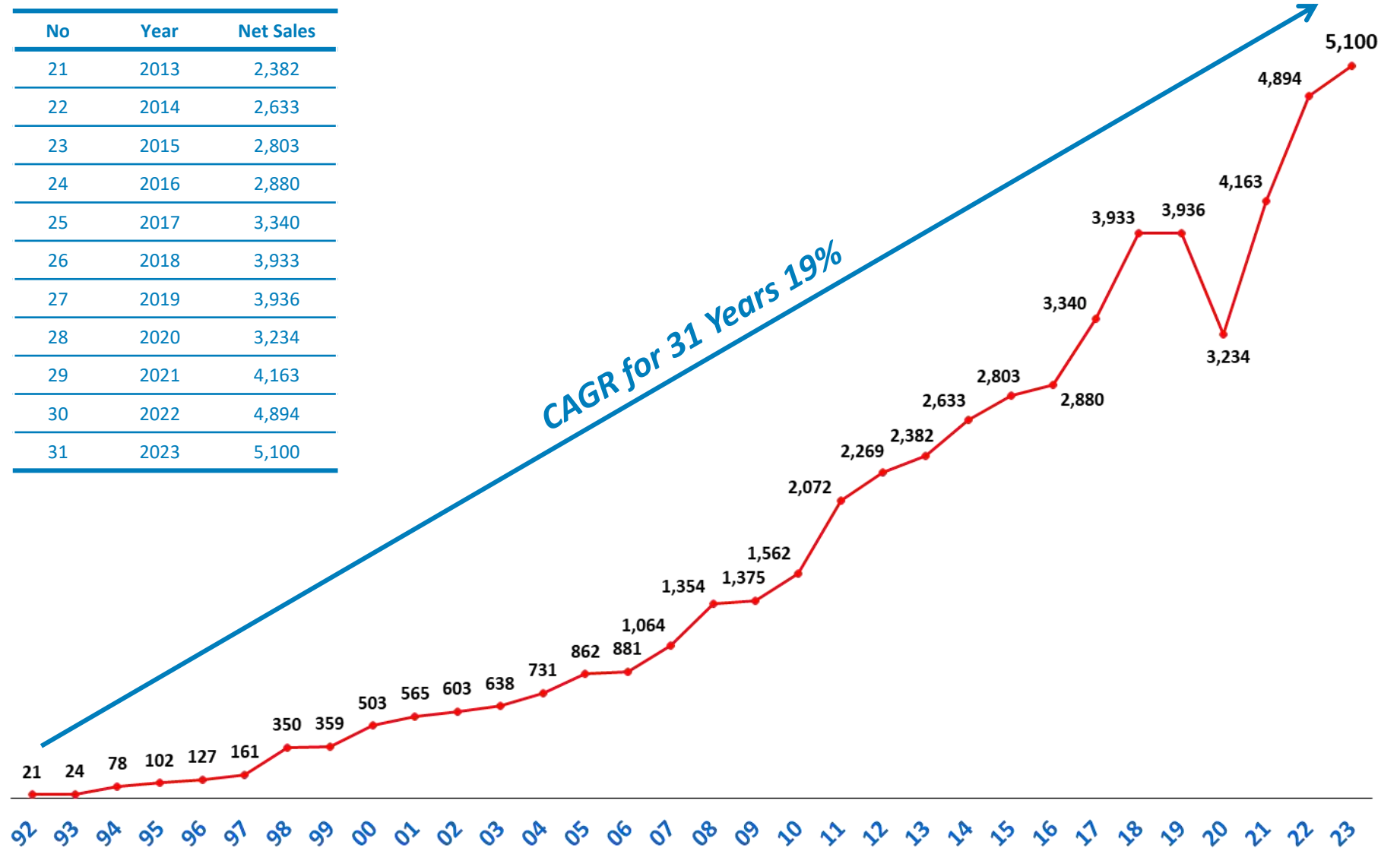
Radiators & Others

- **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

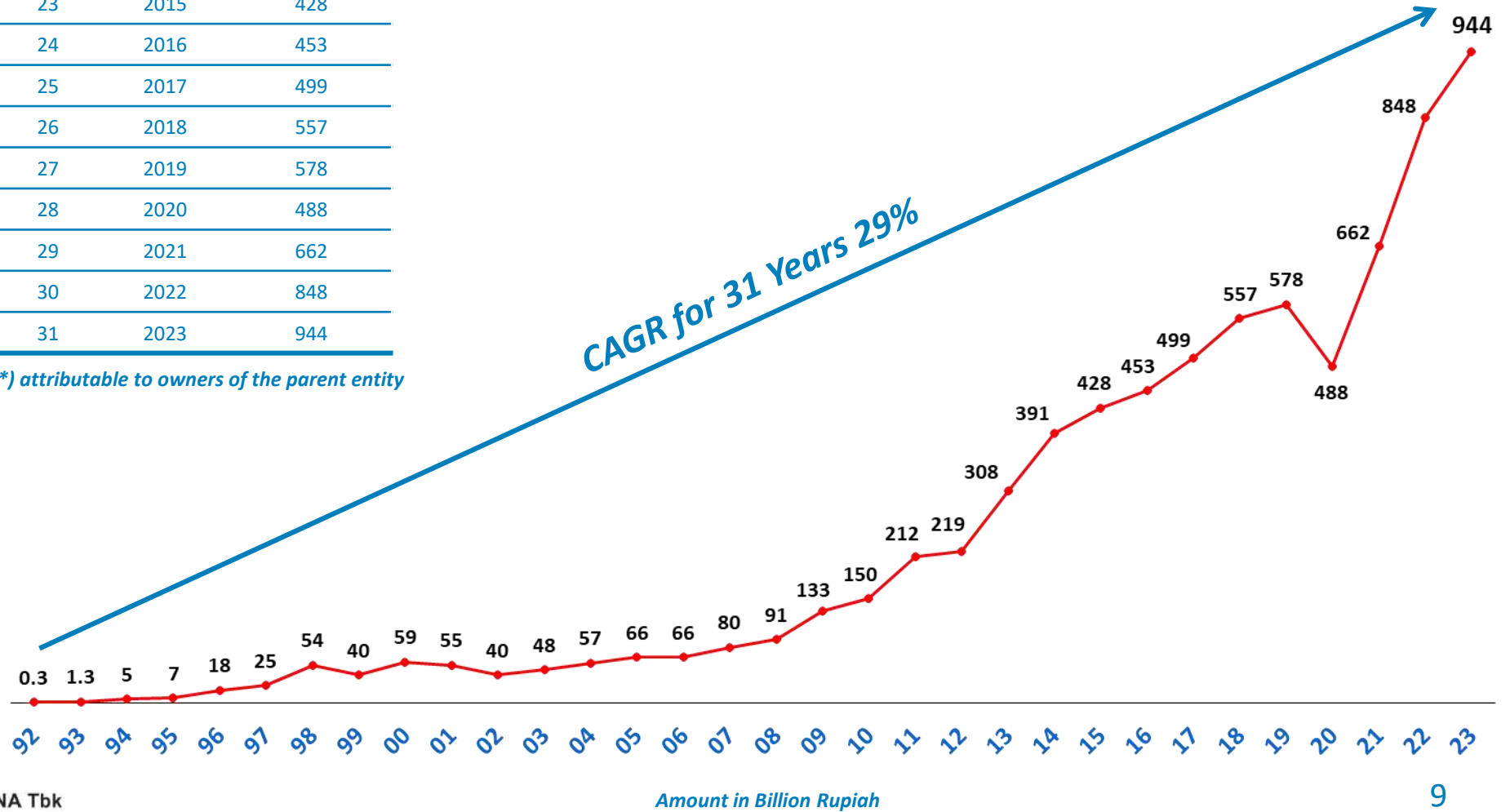


31 Years of CAGR Net Income

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*

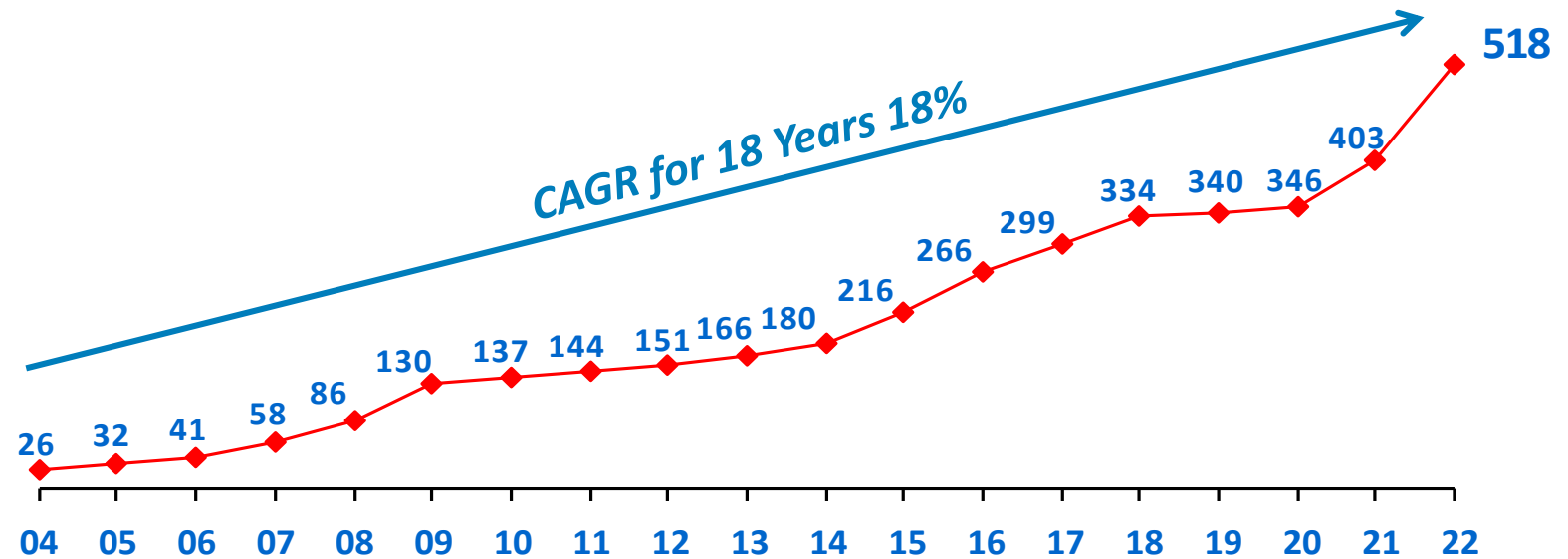


18 Years Consecutive Dividend Payment Growth

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%
	2023	460.69 ^{*)}	944	49%
	2024	143.97 ^{**)}	215	67%

- Paid quarterly dividend since 2015 = 36 times
- Increased annually for 18 years
- Total Dividend paid since 1996 Rp4.65 Trillion



Dividend Distribution within year 2023 :

Final Dividend For 2022 Financial Year : IDR 144 Bio on June 14, 2023

*) 1st Interim Dividend For 2023 Financial Year : IDR 144 Bio on May 24, 2023

*) 2nd Interim Dividend For 2023 Financial Year : IDR 144 Bio on August 23, 2023

*) 3rd Interim Dividend For 2023 Financial Year : IDR 173 Bio on November 22, 2023




Dividend Distribution within year 2024 :

**) 1st Interim Dividend For 2024 Financial Year : IDR 144 Bio on May 28, 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 3M 2024

	3 Months ended 31 March 2024		Changes
Net Sales	IDR	1.156 T	 (9.54%)
Profit for the Period*	IDR	215 B	 (2.96%)
EPS	IDR	37	 (2.96%)

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	3 Months Ended		Increase/ (Decrease)	%	Compare Q to Y	
	3M 2024	3M 2023			3M 2024	2023
Net Sales	1,156	1,278	(122)	(10%)	1,156	5,100
Gross Profit	410	437	(27)	(6%)	410	1,830
Operating Profit	284	297	(14)	(5%)	284	1,280
Profit for the period attributable to:						
Owners of the parent entity	215	222	(7)	(3%)	215	944
Non-controlling Interests	18	23	(5)	(21%)	18	92
Current Assets	3,558	3,308	250	8%	3,558	3,309
Total Assets	4,848	4,574	274	6%	4,848	4,575
Current Liabilities	687	677	9	1%	687	640
Total Liabilities	986	1,027	(41)	(4%)	986	945
Equity attributable to:						
Owners of the Company Entity	3,432	3,108	324	10%	3,432	3,216
Non-controlling Interests	430	439	(9)	(2%)	430	414
EPS	37	38	(1)	(3%)	37	164

Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	3M 2024	3M 2023	3M 2024	2023
Net Sales Growth	(10%)			
Total Asset Growth	6%		6%	
Total Equity Growth	9%		6%	
Gross Profit Margin	35%	34%	35%	36%
Operating Margin	25%	23%	25%	25%
Profit Margin*	19%	17%	19%	19%
Return on Assets	5%	5%	5%	23%
Return on Equity*	6%	6%	6%	26%
Total Debt/Total Assets	20%	22%	20%	21%
Total Debt/Total Equity	26%	29%	26%	26%
Current Ratio	518%	489%	518%	517%

Sales Performance 3M 2024 (3 Months Ended)

Market	Sales (IDR)				Increase / (Decrease)	
	3M 2024	%	3M 2023	%	IDR	%
Domestic	458	40%	516	40%	(58)	(11%)
Overseas	698	60%	762	60%	(64)	(8%)
Total	1,156	100%	1,278	100%	(122)	(10%)

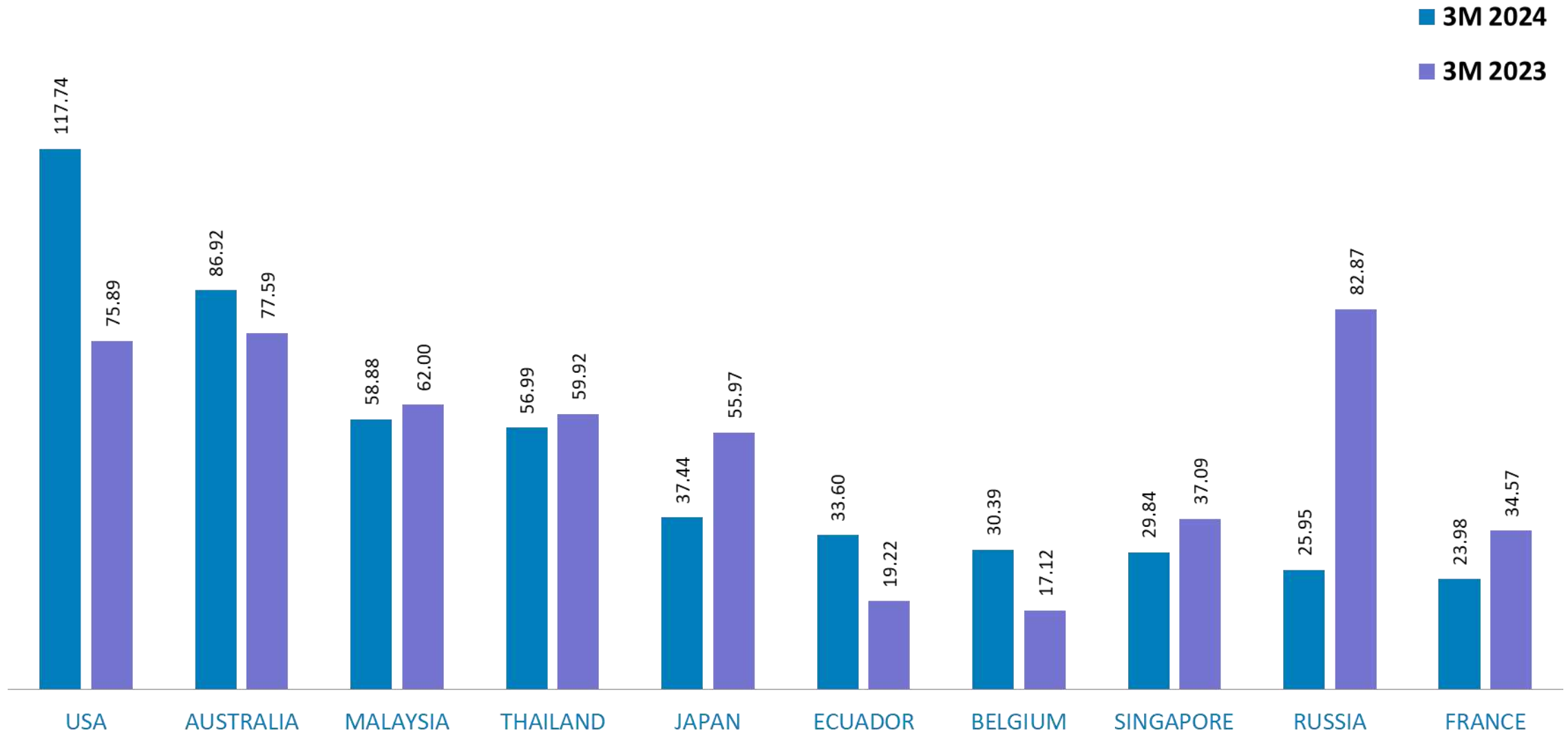
Product	Sales (IDR)				Increase / (Decrease)	
	3M 2024	%	3M 2023	%	IDR	%
Filter	879	76%	929	72%	(50)	(5%)
Radiator	123	11%	99	8%	24	25%
Body Maker	52	4%	87	7%	(35)	(40%)
Trading	367	32%	368	29%	(1)	(0.2%)
Others	50	4%	64	5%	(14)	(22%)
(Elimination)	(315)	(27%)	(269)	(21%)	46	17%
Total	1,156	100%	1,278	100%	(122)	(10%)

Sales by Geographical

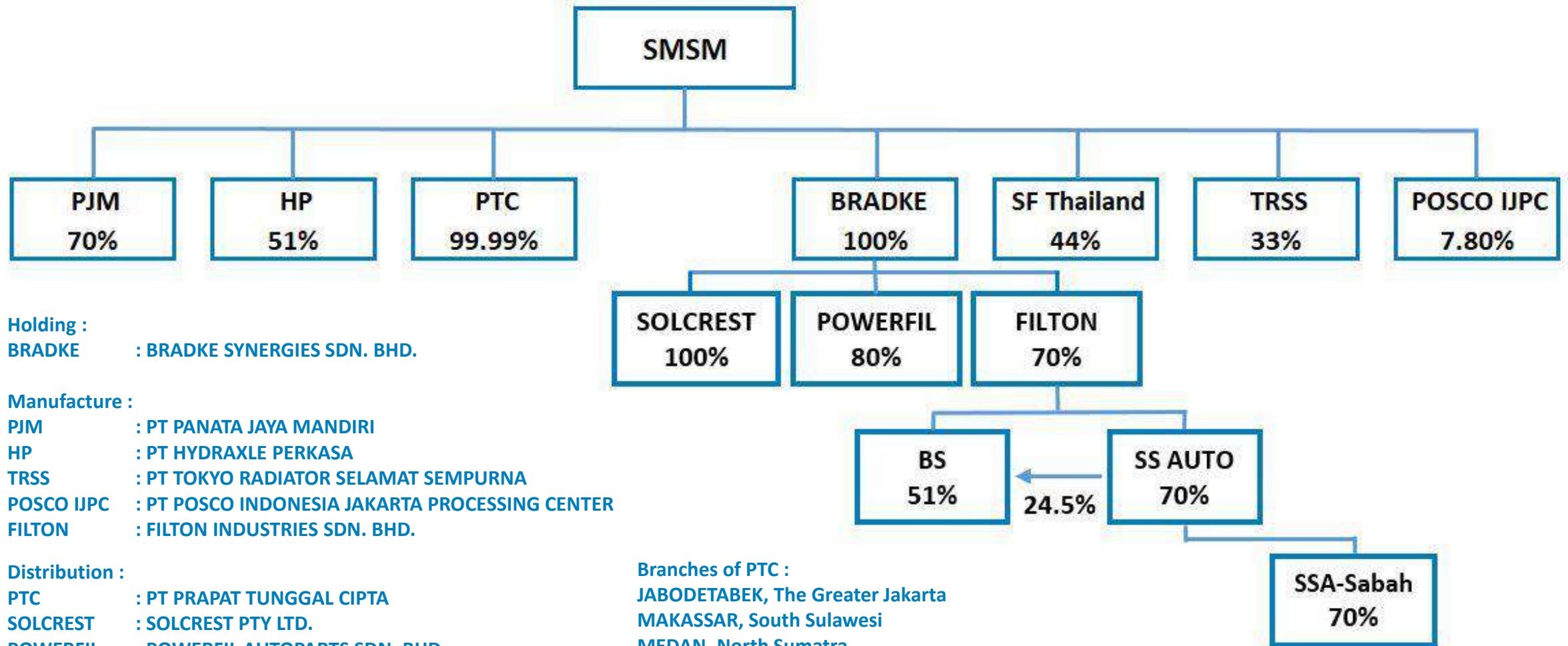
Geographical	3M 2024		3M 2023		Increase / (Decrease)
	IDR	%	IDR	%	
Domestic	458	40%	516	40%	(11%)
Overseas					
Asia	260	22%	328	26%	(21%)
America	202	17%	138	11%	46%
Europe	119	10%	186	14%	(36%)
Australia	98	9%	88	7%	11%
Africa	19	2%	23	2%	(17%)
Total	1,156	100%	1,278	100%	(10%)

Top 10 Export Destinations by Countries

(sort by sales 3M 2024 - in Bio IDR)



Structure of SMSM with the Subsidiaries and Associates [31 March 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
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	3M 2024 (U)	3M 2023 (U)	Inc/(Decr) %
Net Sales	300	294	2%
Gross Profit	67	72	(6%)
Operating Profit	54	52	3%
Profit for the period	43	41	3%
Current Assets	693	630	10%
Total Assets	834	766	9%
Current Liabilities	183	133	38%
Total Liabilities	222	177	26%
Total Equity	611	589	4%



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	3M 2024 (U)	3M 2023 (U)	Inc/(Decr) %
Net Sales	66	99	(33%)
Gross Profit	5	20	(74%)
Operating Profit	(0.03)	16	(100%)
Profit for the period	3	13	(77%)
Current Assets	145	226	(36%)
Total Assets	249	314	(21%)
Current Liabilities	32	60	(47%)
Total Liabilities	49	77	(37%)
Total Equity	200	237	(15%)





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	3M 2024 (U)	3M 2023 (U)	Inc/(Decr) %
Net Sales	206	210	(2%)
Gross Profit	62	60	4%
Operating Profit	47	46	3%
Profit for the period*	38	36	7%
Current Assets	580	468	24%
Total Assets	625	519	20%
Current Liabilities	141	115	23%
Total Liabilities	163	141	16%
Total Equity	462	379	22%

U = Unaudited *Amount in Billion Rupiah*
**) attributable to owners of the parent entity*

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	3M 2024 (U)	3M 2023 (U)	Inc/(Decr) %
Net Sales	44	42	5%
Gross Profit	18	15	19%
Operating Profit	7	5	52%
Profit for the period*	4	3	63%
Current Assets	103	99	4%
Total Assets	182	177	3%
Current Liabilities	36	40	(9%)
Total Liabilities	61	68	(10%)
Total Equity	121	108	12%



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	3M 2024 (U)	3M 2023 (U)	Inc/(Decr) %
Net Sales	95	87	9%
Gross Profit	27	24	9%
Operating Profit	5	6	(18%)
Profit for the period	3	4	(26%)
Current Assets	176	184	(4%)
Total Assets	406	433	(6%)
Current Liabilities	95	130	(27%)
Total Liabilities	196	226	(13%)
Total Equity	210	207	2%



PT Tokyo Radiator Selamat Sempurna (Associate Company)

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

Financial Highlights	3M 2024 (U)	3M 2023 (U)	Inc/(Decr) %
Net Sales	37	53	(31%)
Gross Profit	8	12	(37%)
Operating Profit	2	7	(72%)
Profit for the period	3	7	(60%)
Current Assets	138	130	6%
Total Assets	167	157	7%
Current Liabilities	20	22	(10%)
Total Liabilities	40	40	(1%)
Total Equity	128	116	10%

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

Financial Highlights	3M 2024 (U)	3M 2023 (U)	Inc/(Decr) %
Net Sales	65	75	(13%)
Gross Profit	2	4	(41%)
Operating Profit	1	3	(69%)
Profit for the period	(0.1)	1	(107%)
Current Assets	133	155	(14%)
Total Assets	163	186	(12%)
Current Liabilities	113	135	(17%)
Total Liabilities	113	135	(16%)
Total Equity	50	50	(1%)

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.



🔍 Sakura Filter Indonesia



Thank You

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