



**PT SELAMAT SEMPURNA Tbk**

MANUFACTURER OF AUTOMOTIVE PARTS  
MEMBER OF ADR GROUP - AUTOMOTIVE DIVISION

## Investor Relations

## FY 2023 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**

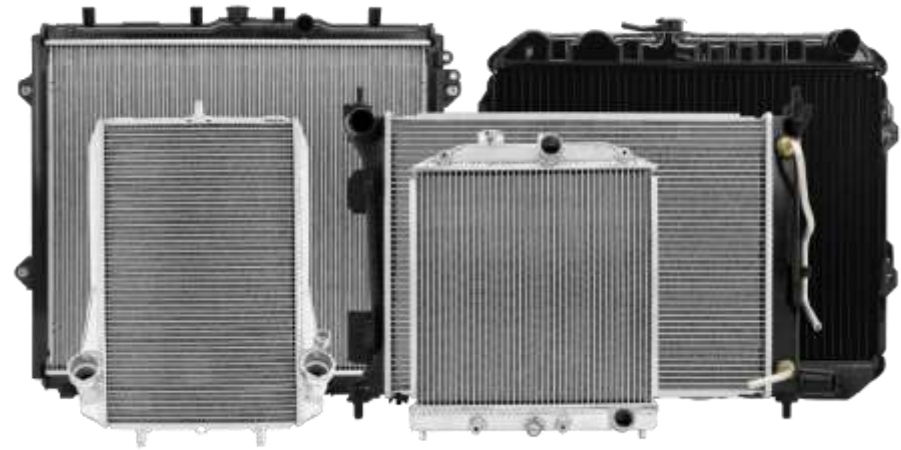


# One Stop Shop for Thermal System & Filtration

- 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)

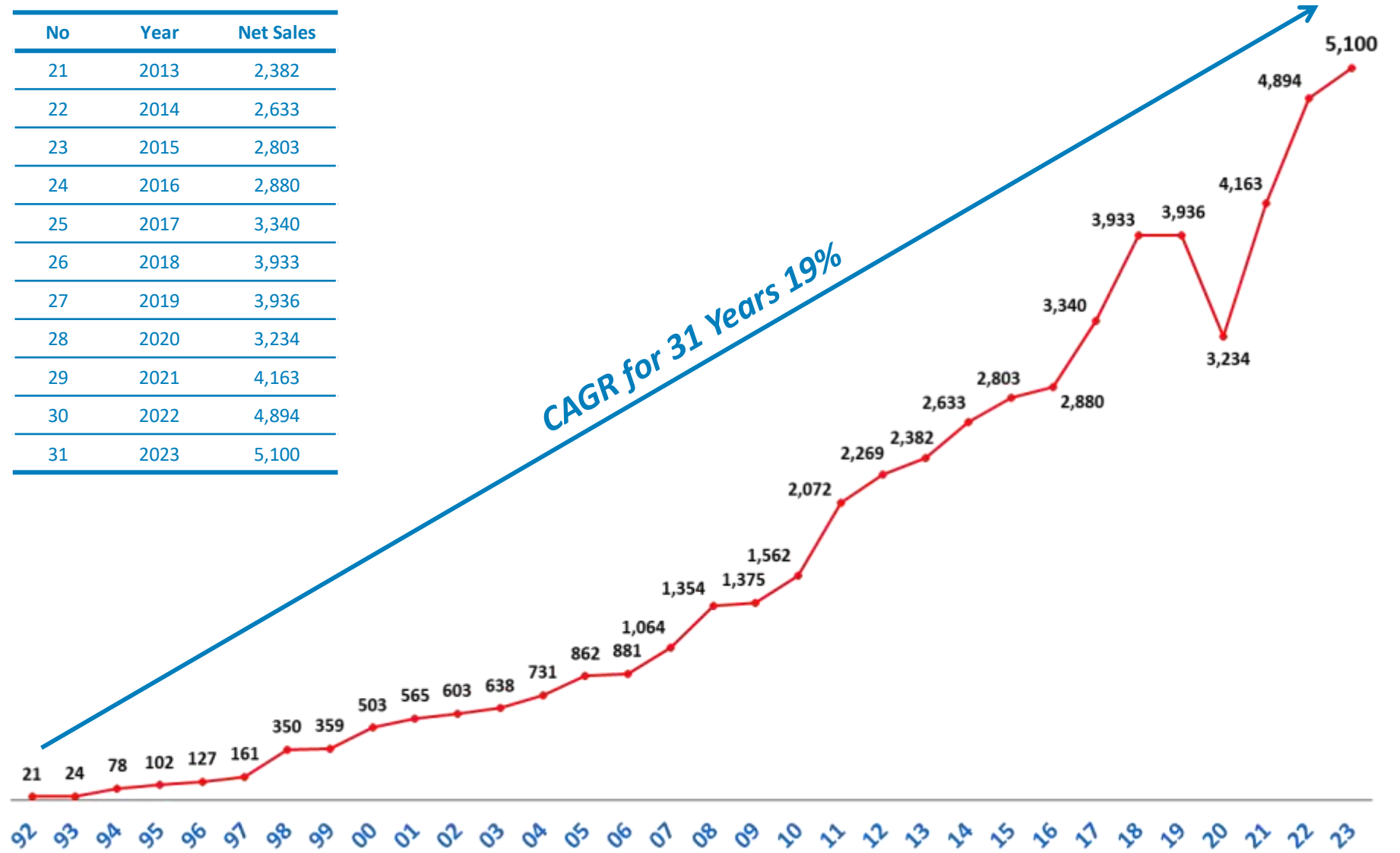
## Radiators & Others

- **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



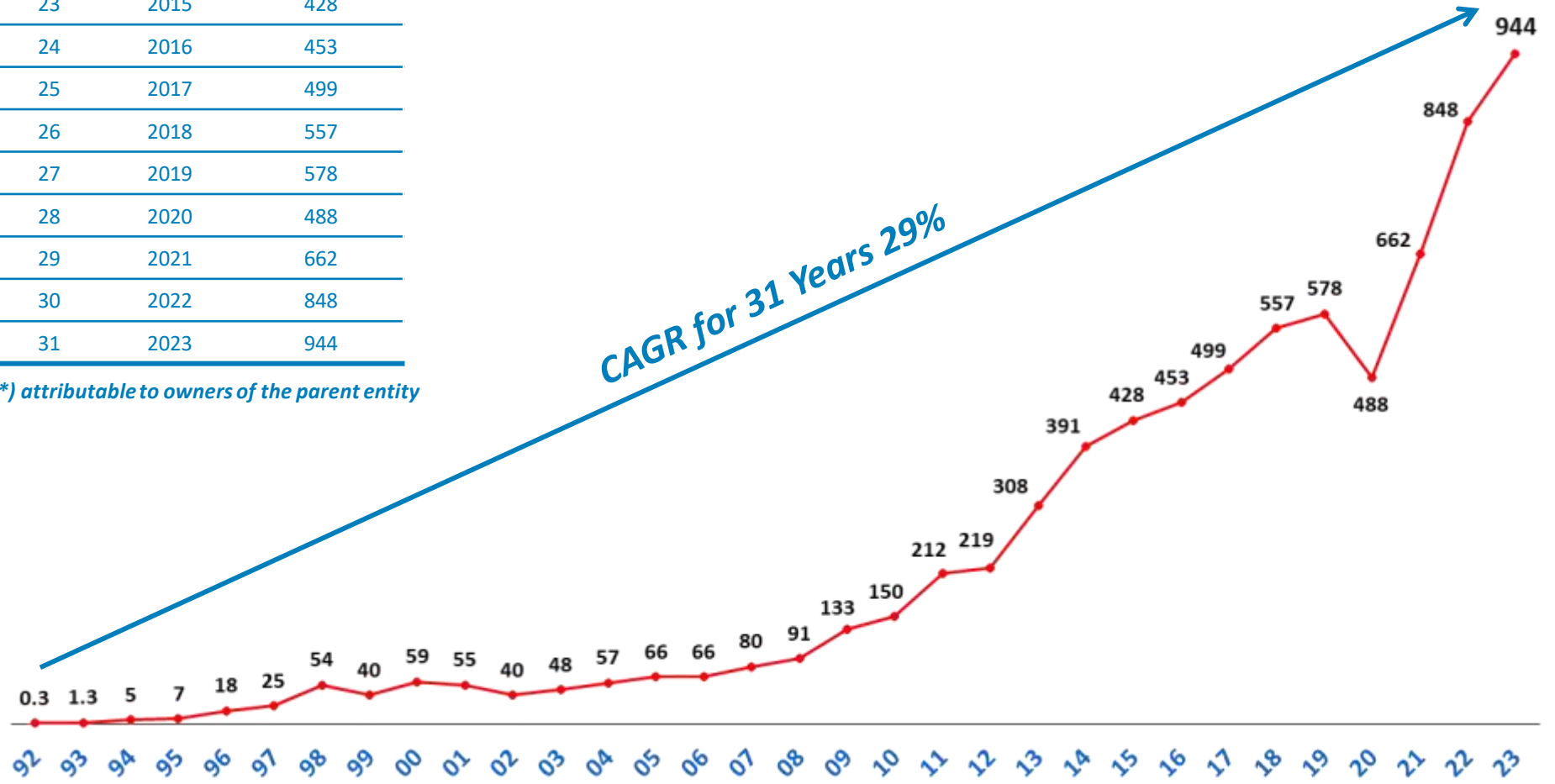


# 31 Years of CAGR Net Income

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*

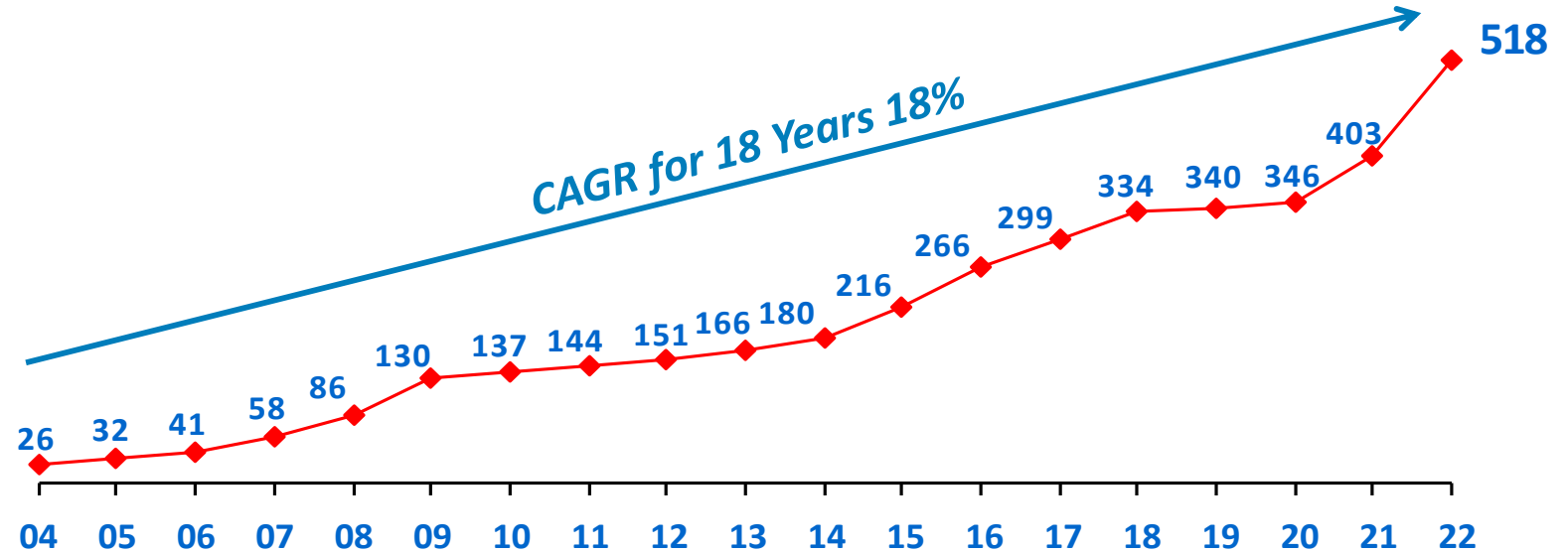


# 18 Years Consecutive Dividend Payment Growth

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 <sup>*)</sup>	944	49%

- Paid quarterly dividend since 2015 = 35 times
- Increased annually for 18 years
- Total Dividend paid since 1996 Rp4.51 Trillion



### Dividend Distribution within year 2023 :

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

<sup>\*)</sup> 1<sup>st</sup> Interim Dividend For 2023 Financial Year : IDR 144 Bio on May 24, 2023




<sup>\*)</sup> 2<sup>nd</sup> Interim Dividend For 2023 Financial Year : IDR 144 Bio on August 23, 2023

<sup>\*)</sup> 3<sup>rd</sup> Interim Dividend For 2023 Financial Year : IDR 173 Bio on November 22, 2023

### 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 2023

	Position as of December 31 <sup>st</sup> , 2023			Changes
Net Sales	IDR	5.10 T		4.21%
Profit for the Period*	IDR	944 B		11.30%
EPS	IDR	164		11.30%

*\* attributable to owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	2023	2022	Increase / (Decrease)	%	2021*	2020*	2019**
Net Sales	5,100	4,894	206	4,21%	4,163	3,234	3,936
Gross Profit	1,830	1,605	225	14,00%	1,337	1,037	1,192
Operating Profit	1,280	1,174	106	9,06%	931	693	823
Profit for the period attributable to:							
Owners of the parent entity	944	848	96	11,30%	662	488	578
Non-controlling Interests	92	88	5	5,38%	66	51	61
Current Assets	3,309	3,122	187	5,98%	2,795	2,295	2,138
Total Assets	4,575	4,380	195	4,46%	3,869	3,376	3,107
Current Liabilities	640	705	(65)	(9,25%)	669	398	461
Total Liabilities	945	1,061	(116)	(10,92%)	957	727	665
Equity attributable to:							
Owners of the Company Entity	3,216	2,896	319	11,02%	2,521	2,274	2,089
Non-controlling Interests	414	423	(8)	1,93%	391	374	353
EPS	164	147	17	11,30%	115	85	100

**Amount In Billion Rupiah except Earning per Share**

## Financial Ratio

Financial Ratio	2023	2022	2021*	2020*	2019**
Net Sales Growth	4%	18%	29%	(18%)	0.1%
Total Asset Growth	4%	13%	15%	9%	11%
Total Equity Growth	9%	14%	10%	8%	14%
Gross Profit Margin	36%	33%	32%	32%	30%
Operating Margin	25%	24%	22%	21%	21%
Profit Margin***	19%	17%	16%	15%	15%
Return on Assets	23%	21%	19%	16%	21%
Return on Equity***	26%	26%	23%	18%	24%
Total Debt/Total Assets	21%	24%	25%	22%	21%
Total Debt/Total Equity	26%	32%	33%	27%	27%
Current Ratio	517%	443%	418%	576%	464%

\*) The 2020 & 2021 financial year Information for reference comparison of the Company's performance.

\*\*\*) The 2019 financial year (pre-COVID19) Information for reference comparison of the Company's performance.

\*\*\*) attributable to owners of the parent entity



## Sales Performance 2023

Market	Sales (IDR)				Increase / (Decrease)	
	2023	%	2022	%	IDR	%
Indonesia	2,027	40%	1,787	37%	240	13,45%
Overseas	3,073	60%	3,107	63%	(34)	(1,10%)
<b>Total</b>	<b>5,100</b>	<b>100%</b>	<b>4,894</b>	<b>100%</b>	<b>206</b>	<b>4,21%</b>

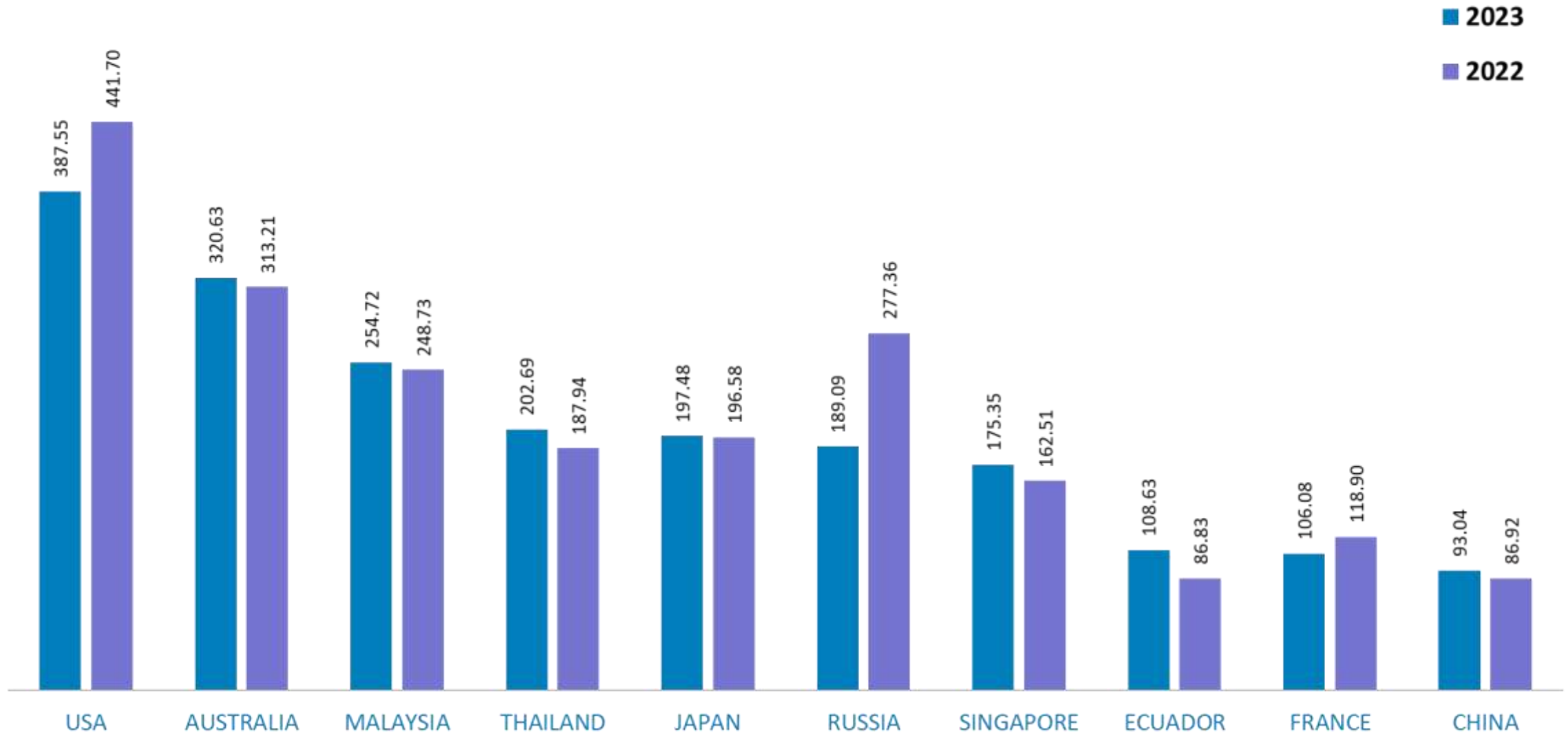
Product	Sales (IDR)				Increase / (Decrease)	
	2023	%	2022	%	IDR	%
Filter	3,726	73%	3,524	72%	201	5,72%
Radiator	449	9%	501	10%	(52)	(10,47%)
Body Maker	360	7%	349	7%	11	3,14%
Trading	1,458	29%	1,341	27%	117	8,71%
Others	233	5%	387	8%	(153)	(39,62%)
<b>(Elimination)</b>	<b>(1,125)</b>	<b>(22%)</b>	<b>(1,208)</b>	<b>(25%)</b>	<b>(83)</b>	<b>(6,84%)</b>
<b>Total</b>	<b>5,100</b>	<b>100%</b>	<b>4,894</b>	<b>100%</b>	<b>206</b>	<b>4,21%</b>

## Sales by Geographical

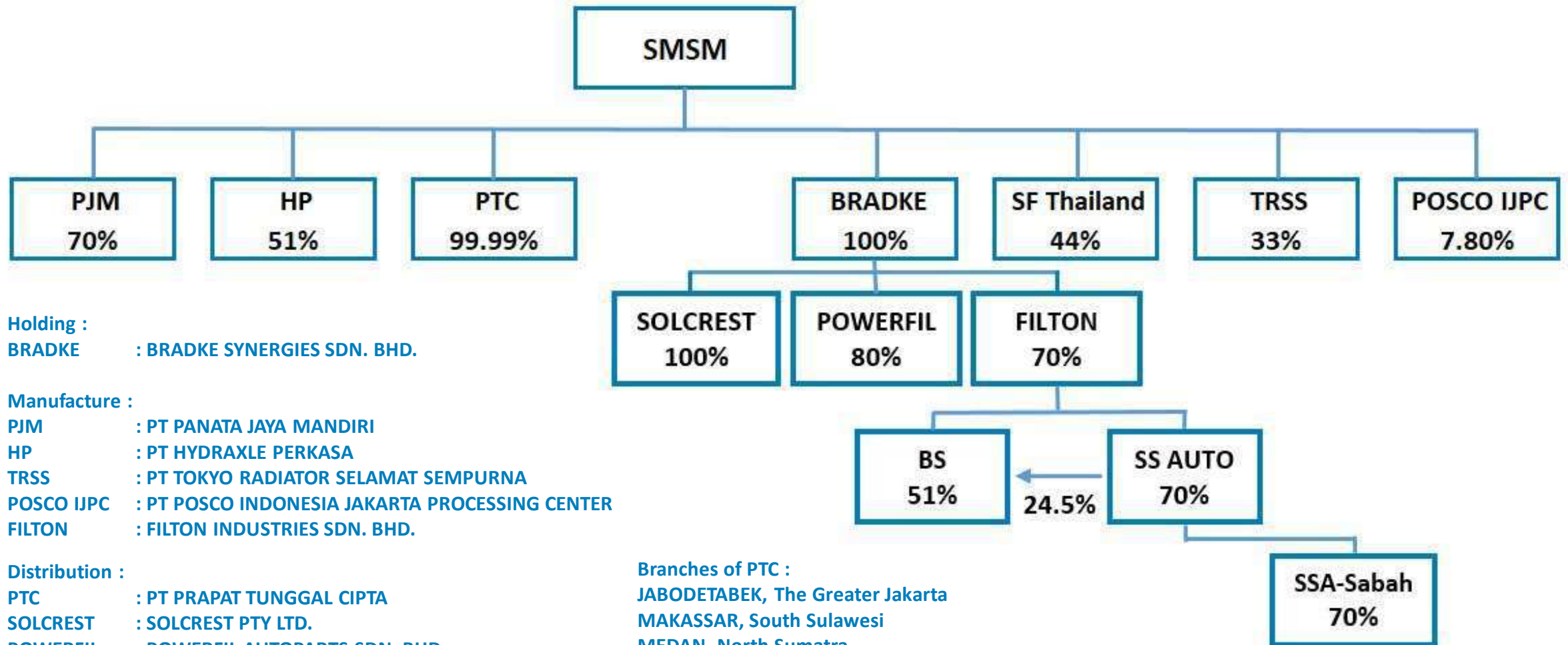
Geographical	2023		2022		Increase / (Decrease)
	IDR	%	IDR	%	
Indonesia	2,027	40%	1,787	37%	13,45%
Overseas					
Asia	1,329	26%	1,263	26%	5,25%
America	743	15%	754	15%	(1,49)%
Europe	533	10%	647	13%	(17,50)%
Australia	369	7%	356	7%	3,54%
Africa	99	2%	87	2%	12,92%
<b>Total</b>	<b>5,100</b>	<b>100%</b>	<b>4,894</b>	<b>100%</b>	<b>4,21%</b>

# Top 10 Export Destinations by Countries

(sort by sales 2023 - in Bio IDR)



# Structure of SMSM with the Subsidiaries and Associates [31 Dec 2023]



**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	2023 (A)	2022 (A)	Inc/(Decr) %
Net Sales	1,201	1,155	4%
Gross Profit	312	267	17%
Operating Profit	228	206	11%
Profit for the year	181	160	13%
Current Assets	618	606	2%
Total Assets	751	739	2%
Current Liabilities	146	147	(1%)
Total Liabilities	182	191	(5%)
Total Equity	568	548	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	2023 (A)	2022 (A)	Inc/(Decr) %
Net Sales	405	391	4%
Gross Profit	71	76	(6%)
Operating Profit	56	53	6%
Profit for the year	46	42	9%
Current Assets	156	191	(18%)
Total Assets	255	283	(10%)
Current Liabilities	41	41	0.2%
Total Liabilities	58	59	(2%)
Total Equity	197	224	(12%)



## 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	2023 (A)	2022 (A)	Inc/(Decr) %
Net Sales	826	730	13%
Gross Profit	233	205	14%
Operating Profit	162	140	16%
Profit for the year*	127	109	17%
Current Assets	517	432	20%
Total Assets	562	483	16%
Current Liabilities	117	114	2%
Total Liabilities	139	141	(1%)
Total Equity	423	343	24%

*A = Audited*

*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 Pte Ltd)

Financial Highlights	2023 (A)	2022 (A)	Inc/(Decr) %
Net Sales	183	170	7%
Gross Profit	64	58	11%
Operating Profit	26	21	22%
Profit for the year*	13	10	26%
Current Assets	97	97	0.4%
Total Assets	175	175	0.3%
Current Liabilities	33	39	(16%)
Total Liabilities	59	69	(14%)
Total Equity	116	106	9%



## 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	2023 (A)	2022 (A)	Inc/(Decr) %
Net Sales	309	317	(2%)
Gross Profit	82	81	1%
Operating Profit	13	15	(13%)
Profit for the year	4	8	(48%)
Current Assets	202	208	(3%)
Total Assets	438	429	2%
Current Liabilities	154	154	(0.3%)
Total Liabilities	231	225	2%
Total Equity	208	204	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	2023 (A)	2022 (A)	Inc/(Decr) %
Net Sales	184	200	(8%)
Gross Profit	45	46	(2%)
Operating Profit	28	30	(6%)
Profit for the year	24	25	(3%)
Current Assets	135	139	(3%)
Total Assets	165	167	(1%)
Current Liabilities	20	38	(47%)
Total Liabilities	40	57	(29%)
Total Equity	125	110	14%



- ❑ SMSM owns a 7,80% stake in POSCO IJPC
- ❑ *Joint venture* with POSCO Holdings Inc. and POSCO International Corporation

<b>Financial Highlights</b>	<b>2023 (A)</b>	<b>2022 (A)</b>	<b>Inc/(Decr) %</b>
Net Sales	269	285	(6%)
Gross Profit	10	9	15%
Operating Profit	5	4	15%
Profit for the year	1	2	(56%)
Current Assets	132	128	3%
Total Assets	166	167	(1%)
Current Liabilities	116	118	(2%)
Total Liabilities	116	118	(2%)
Total Equity	50	49	1%

# Achievement 2023

Month	Achievement
March	“Kaizen Cost in 2022” for the outstanding performance & support from PT HINO Motors Manufacturing Indonesia.
May	“The Best Contribution and Performance 2022” from PT Suzuki Indomobil Sales. “The Best Vendor Performance 2022” from PT Suzuki Indomobil Sales.
June	“High Dividend & High Growth” from Tempo.co and Idnfinancials.com.
September	“Best Non Financial Sector” and “Top 50 Mid Capitalization Public Listed Company” at the 14 <sup>th</sup> IICD Corporate Governance Conference & Award 2023”. “KAKI Champion Companies” for SMSM’s commitment to promote a clean business ecosystem in Indonesia from Indonesia's Collective Action Coalition Against Corruption (KAKI).
November	Inclusion in Forbes Asia's “Best Under A Billion 2023”.
December	“The Best CEO in Automotive Parts (Dividend Payment)” from Tempo-IDNFinancials at the event of TOP CEO AWARDS 2023.

🔍 Sakura Filter Indonesia

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# Thank You

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