

# PUBLIC EXPOSE LIVE 2024

Presenting 44 Listed Companies  
Virtually Live

**PT Selamat Sempurna Tbk (SMSM)**

Thursday, 29<sup>th</sup> August 2024 | 09.00 - 09.45 A.M



PT SELAMAT SEMPURNA Tbk.  
MEMBER OF ADR GROUP

# FACT SHEET ABOUT PT SELAMAT SEMPURNA Tbk

- ❑ PT Selamat Sempurna Tbk is the flagship company 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

# COMPOSITION OF SHAREHOLDERS

Shareholders	Number of Shares Issued and Fully Paid	%	Amount (IDR)
PT Adrindo Intiperkasa	2,910,392,136	50.54%	72,759,803,400
Others (each with ownership interest below 5%)	2,848,283,304	49.46%	71,207,082,600
<b>Total</b>	<b>5,758,675,440</b>	<b>100.00%</b>	<b>143,966,886,000</b>

Share Ownership July 31, 2024	Number of Investors	%	Number of Shares	%
Foreign Institutions	169	2.67%	1,655,303,792	28.74%
Local Institutions	85	1.34%	3,125,052,936	54.27%
Foreign Individuals	15	0.24%	4,527,660	0.08%
Local Individuals	6,061	95.75%	973,791,052	16.91%
<b>Total</b>	<b>6,330</b>	<b>100.00%</b>	<b>5,758,675,440</b>	<b>100.00%</b>

# THE PRODUCTION PLANTS



2 production sites in Indonesia  
Kapuk, Jakarta Province and  
Tangerang, Banten Province



Kapuk Plant (Heat Exchange)



Tangerang Plant (Filtration & Other Products)

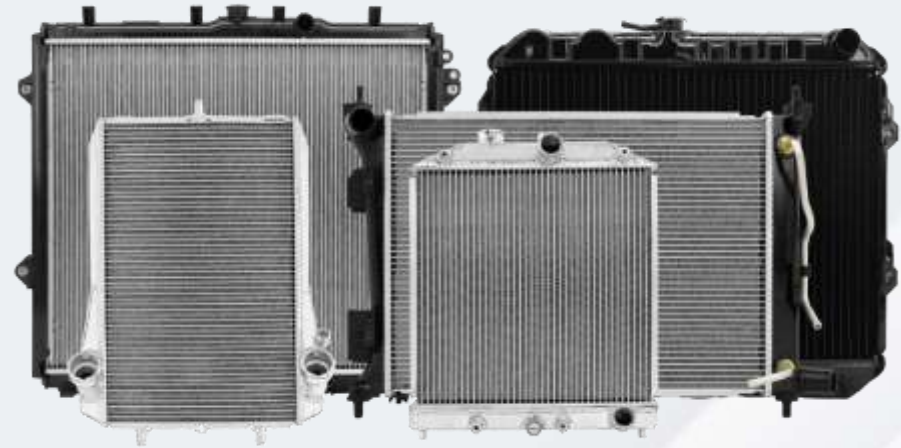


▪ Radiators : 1.95 millions pieces per year

▪ Filters : 96 millions pieces per year



# MAIN PRODUCTS



# OTHERS PRODUCTS



DUMP HOIST



COOLANT



BRAKE PARTS

# ONE STOP SHOP FOR THERMAL SYTEM & FILTRATION

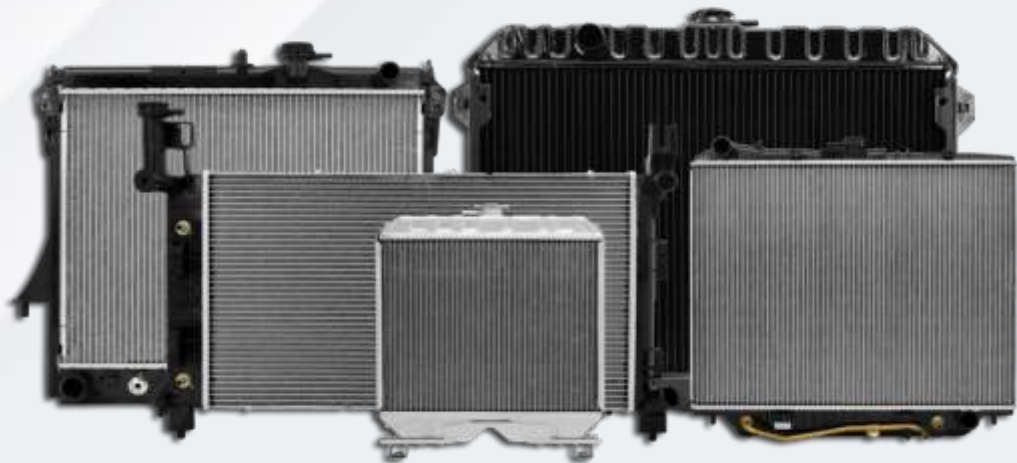
- Approx. 10,000 part numbers available, filters and radiator.
- Automotive, Commercials, Heavy Equipments, Marines and Industrial sectors for American, European and Asian applications.
- Approx. 300 Filters & Radiators new part numbers every year.



# THERMAL SYSTEM PRODUCT RANGE



- Automotive Radiators  
(Copper Brass, Aluminum Plastic, All Aluminum)



- Heavy Equipment & Industrial Radiators



- Condenser
- Intercooler
- Evaporator





# FILTRATION PRODUCT RANGE

## Heavy Equipment & Industrial Filter

(Air, Oil, Fuel, Cabin, Hydraulic, Transmission, Coolant, Separator, HEPA, EDM, Dust Collector)



## Automotive Filter

(Air, Oil, Fuel, Cabin, Transmission)



## Non-Engine Filter

HVAC Filter, Air Purifier Filter, Gas Turbine Filter





# FILTRATION PRODUCT TYPES



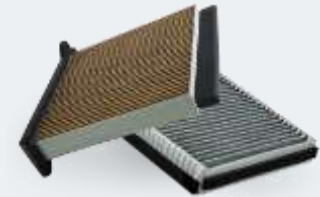
**AIR FILTERS**



**OIL FILTERS**



**FUEL FILTERS**



**CABIN AIR FILTERS**



**TRANSMISSION FILTERS**



**COOLANT FILTERS**



**HYDRAULIC FILTERS**



**AIR/OIL SEPARATOR**



**FUEL FILTER/  
WATER SEPARATOR**



**EDM FILTER**



**AIR PURIFIER FILTER**



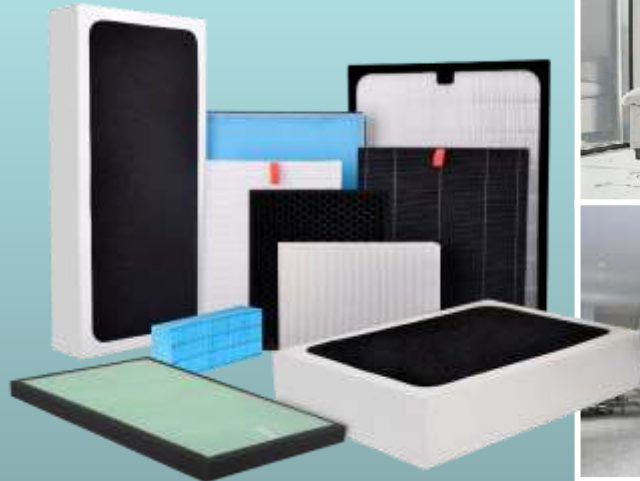
**HVAC FILTER**

# AIR PURIFIER FILTER & HVAC FILTER



Nowadays, the air pollution around the world harms our health. Breathing quality air is critical for good health, especially indoors. Sakura HVAC Filters & Air Purifier Filters will ensure your indoor environment is clean and provide ultimate protection to your health.

## Air Purifier Filters



## HVAC Filters



# HVAC / HEPA FILTRATIONS



## Automotive

- Cabin Air Filters
- Selling to store and online



## Building Air Ventilation Installation

- Supply HVAC Filters in Building, Factory and Airports



## Air Cleaner System Manufacturer & Home Appliances

- Supply OE Air Filter in AHU
- Supply OE Air Filter in Air Purifier Unit
- Air Purifier Filters



## Filters Industrial

- EDM Filters
- Air/Oil Separators
- Gas Turbine Filters



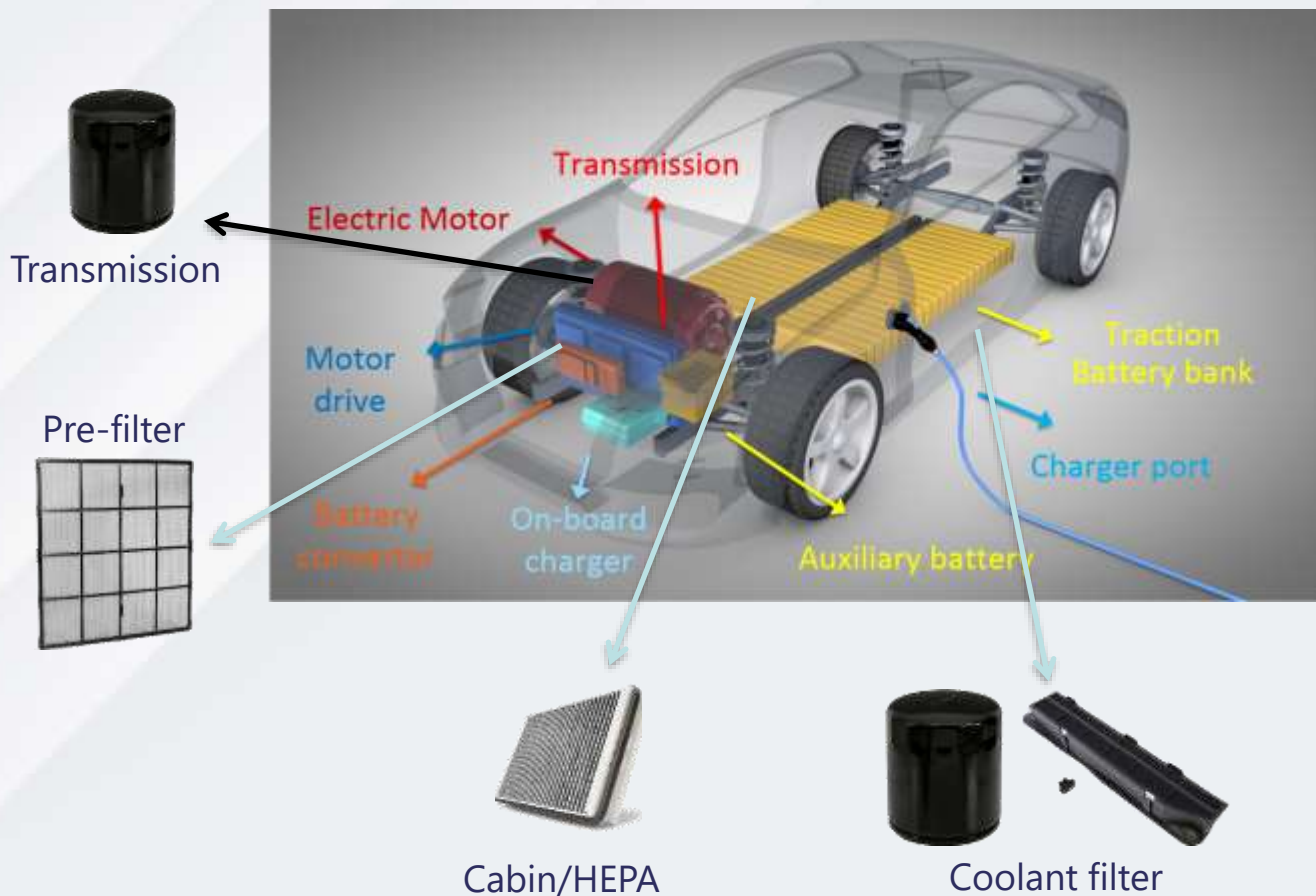
# SALES OF HVAC FILTER [IN BIO IDR] 2020 - 1H 2024



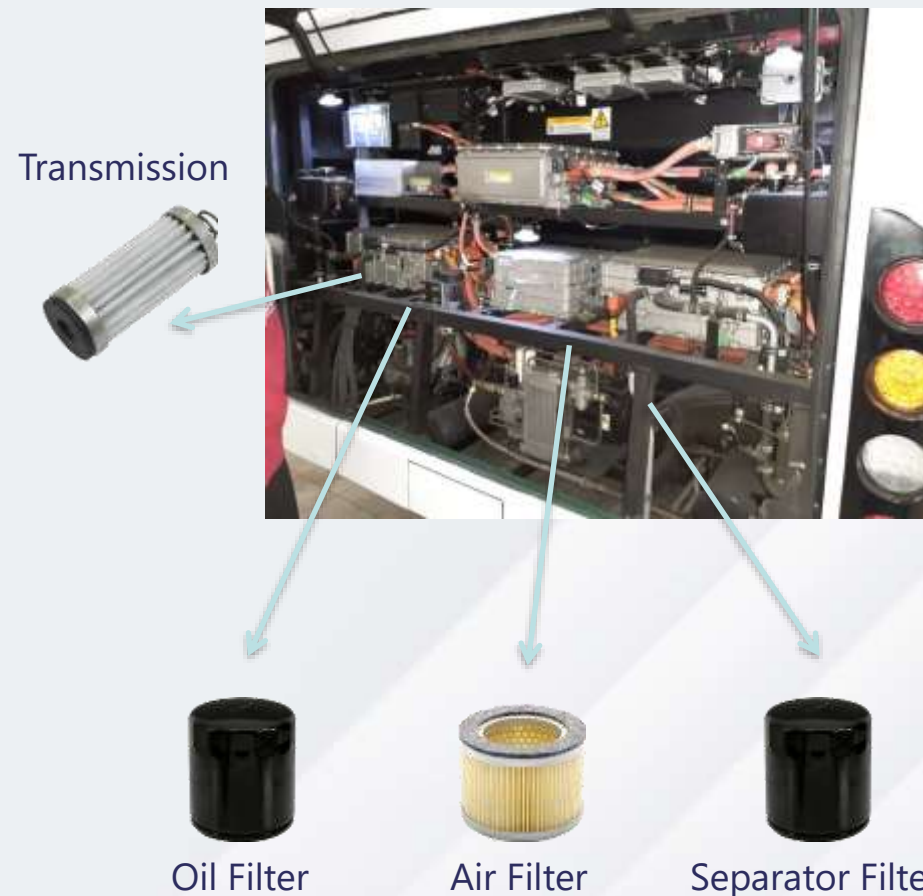


# FILTERS FOR ELECTRIC VEHICLE (EV)

## Battery Electric Vehicle (BEV)

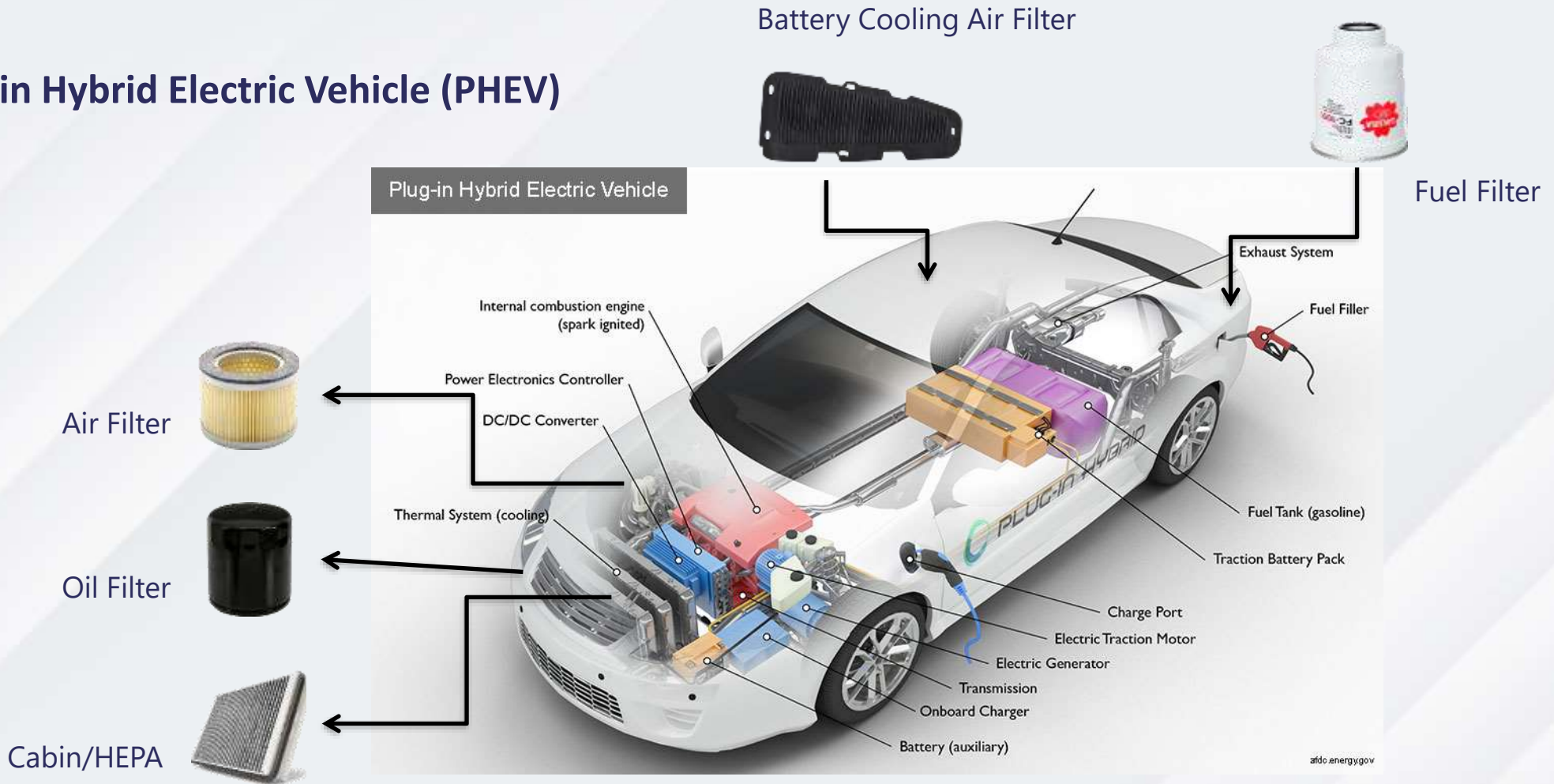


## Electric buses



# FILTERS FOR ELECTRIC VEHICLE (EV)

## Plug-in Hybrid Electric Vehicle (PHEV)



# SOME MODELS OF ELECTRIC VEHICLES (EV) AND ITS FILTERS

**BEV** BATTERY ELECTRIC VEHICLE  
FILTER REPLACEMENT 

**AUDI e-tron**  
09/'19 -

Cabin **CA-31120**



**BAOJUN E-SERIES**

Cabin **CA-65390EV**



**BMW i3s (i01) iB1P25B, W20K06A**  
11/'17 -

Cabin **CA-30890-S**  
Transmission **C-30050**



**BYD K9 (BUS)**

Cabin **CAP-40020EV-S**  
Air Filter for Compressor **A-40020 (Primary)**  
Air Filter for Compressor **A-40030 (Secondary)**  
Air Filter for Compressor **A-40010 (Intermediate/Mixer)**  
Oil Filter for Compressor **C-40010**



**HYUNDAI Kona**  
04/'18 -

Cabin **CA-28380 (LHD)**  
Cabin **CAC-39020 (RHD)**



**CHEVROLET Volt**  
1.4L A14XFL10/'11 -

Cabin **CA-65210**  
Oil **C-1552**



**CITROEN C-Zero**  
12/'10 -

Cabin **CAC-10130**



**BEV** BATTERY ELECTRIC VEHICLE  
FILTER REPLACEMENT 

**FORD Focus**  
2018

Cabin **CA-19960**



**HONDA FIT-E**  
2015

Cabin **CA-16130**



**HYUNDAI Ioniq**  
09/'19 -

Cabin **CA-28151**



**JAGUAR I-Pace**  
19

Cabin **CAC-1114**



**KIA e-Niro**  
08/'18 -

Cabin **CA-28150**



**KIA Soul**  
08/'18 -

Cabin **CA-28380**



**MAZDA MX-30**

Cabin **CAC-17230EV**



**BEV** BATTERY ELECTRIC VEHICLE  
FILTER REPLACEMENT 

**MERCEDES-BENZ EQC (N293)**  
EQC 400 4-matic (293,890)

Cabin **CAC-53870**



**MERCEDES-BENZ B-Class B 250 e W246, W242**  
(242,890) '15

Cabin **CAC-53830**



**NISSAN Leaf**  
(ZEVEZE1E) EM57 11/'17 -

Cabin **CA-16270**



**PEUGEOT e2008 ZXK**  
09/'19 -

Cabin **CA-21080-S**



**RENAULT Zoe 5AQ**  
'12 -

Cabin **CA-18361**



**SAIC Roewe iMAX8 EV**  
'22 -

Cabin **CA-89270**



**TESLA Model 3**  
'15 -

Cabin **CAPV-34020EV-S**



**BEV** BATTERY ELECTRIC VEHICLE  
FILTER REPLACEMENT 

**TESLA Model 3**  
'21 -

Cabin **CA-34110EV**



**TESLA Model 5**  
'15 -

Cabin **CAPC-34030EV / CAPV-34030EV**



**TESLA Model 5**  
'17 - '23

Cabin **CAC-34080EV**



**TESLA Model X**  
'15 -

Cabin **CAC-34010EV / CAP-34010EV**



**TESLA Model Y**  
'15 -

Cabin **CAPV-34020EV-S**



**TESLA Model Y 3D1, 3D3, 3D5, 3D6, 3D7**  
'21 -

Cabin **CAC-34060EV-S**



**SEAT Mii 3EBMA**  
06/'19 -

Cabin **CA-31100**



**i** May not be a direct cross. Please refer to your engine manual book. All images are for illustrative purpose only and may differ from the actual.





# SOME MODELS OF ELECTRIC VEHICLES (EV) AND ITS FILTERS

## BEV BATTERY ELECTRIC VEHICLE FILTER REPLACEMENT SAKURA

SKODA  
Citigo e iV EBMA  
10/19 -

Cabin CA-31100



VOLKSWAGEN  
e-up (BL4E1) EABA  
07/13 -

Cabin CA-31100



WULING  
Hongguang Mini EV  
2020 -

Cabin CA-65380EV



## HEV HYBRID ELECTRIC VEHICLE FILTER REPLACEMENT SAKURA

BMW  
X6 30d X Mild-Hybrid  
(G06, F96) B57D30B, JAI  
08/20 -

Air A-30310  
Cabin CAC-30120-S  
Oil EO-30300



HONDA  
Insight 1.3 Hybrid KA CVT, KL CVT  
04/09 -

Air A-16930  
Oil C-1002



NISSAN  
e-Power  
1.2 Hybrid HR12 120  
Air A-61570  
Cabin CA-18490  
Oil C-1823



## HEV HYBRID ELECTRIC VEHICLE FILTER REPLACEMENT SAKURA

TOYOTA  
Carmy  
2.5L A25A-FXS '17 -

Air A-33430  
Battery BHF-11010  
Cabin CA-11380  
Oil C-47030



TOYOTA  
C-HR  
'16 -

Air A-33750  
Cabin BHF-11020  
Oil C-1109



TOYOTA  
Comfort  
NTP10R-AHXDN '17-

Air A-33430  
Battery BHF-11040  
Cabin CA-11380  
Oil C-1109



TOYOTA  
Corolla Cross  
1.8L 4cyl 16V DOHC VVT-i '20

Air A-3370  
Battery BHF-11030  
Cabin CA-11380  
Oil C-1109



TOYOTA  
Innova Zenix

Air A-33430  
Cabin CA-11380  
Oil C-47030



TOYOTA  
RAV 4  
2.5L L4

Battery BHF-11060



## PHEV PLUG-IN HYBRID ELECTRIC VEHICLE FILTER REPLACEMENT SAKURA

BMW  
i8 (112, 115) B38K15 (170 kW)  
03/18 -

Oil EO-30270



## PHEV PLUG-IN HYBRID ELECTRIC VEHICLE FILTER REPLACEMENT SAKURA

BMW  
X5 30d X Mild-Hybrid  
(G06, F96) B57D30B, JAI  
08/20 -

Cabin CAC-30120  
Cabin CAC-30120-S  
Oil EO-30300



BMW  
320e xDrive  
20/21 -

Air A-30340



BMW  
330e, 530e xDrive

Air A-30340



BYD  
D9

Cabin CA-40030EV-S



CHEVROLET  
Volt  
1.4L A14XFL 10/11 -

Cabin CA-65210  
Oil C-1552



MAZDA  
MX-30

Cabin CAC-1730EV



MITSUBISHI  
Outlander  
2.4L 4B12 '18

Air A-58380  
Cabin CA-18210  
Oil C-1011



## PHEV PLUG-IN HYBRID ELECTRIC VEHICLE FILTER REPLACEMENT SAKURA

SAIC  
PILOT 500 PHEV  
'21 -

Cabin CA-89290



SAIC  
MG6  
'19 -

Cabin CA-89270



SAIC  
Roewe e16  
'17 -

Cabin CA-89270



TOYOTA  
Prius  
1.8L 2ZR-FXE '12 - '16

Air A-33880  
Cabin CA-1114  
Oil EO-11050



TOYOTA  
Prius  
1.8L 2ZR-FXE '17-

Air A-33750  
Battery BHF-11020  
Cabin CA-11380  
Oil C-1109



TOYOTA  
RALINK  
1.8L

Battery BHF-11050



VOLVO  
XC90 2.0 TB Hybrid  
B4204 T34 04/18 -

Air A-24260  
Cabin CA-24110



May not be a direct cross. Please refer to your engine manual. 2006  
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# KNOW OUR MARKET – MAIN HEAVY EQUIP. RANGE & SUB-RANGE

## Range:

**Construction**



**Mining**



**Agriculture**



**Forestry**



**Other Industry**



## Sub-Range (Equipment Type):

**Construction**

**Mining**

**Agriculture**

**Forestry**

**Other Industry**



Excavator/  
Shovel



Wheel  
Loader



Crane



Asphalt  
Finisher



Excavator/  
Shovel



Dump Truck



Articulated  
Dump Truck



Tractor



Skidder



Forklift



Dozer



Compaction



Mini  
Excavator



Skid Steer



Wheel Loader



Dozer



Dragline



Combine  
Harvester



Harvester



Telescopic



Grader



Backhoe Loader



Scraper



Telescopic



Grader



Backhoe Loader



Combine  
Harvester



Buncher

# OTHER PRODUCTS



## DUMP HOIST

Dump Trucks, Hoists and Special Purpose Vehicles



# OTHER PRODUCTS

Fuel Tank



Exhaust System & Muffler



Brake & Fuel Pipe





## SAKURA AIR PURIFIER

We spend most of our time indoors, where the air we breathe can be up to 5 times more polluted than outdoors.

**Sakura Air Purifier** reduces the transmission of airborne viruses and eliminate air pollutants at home, office and other indoor environments.



**SAP-415**

(Room size 7 - 15 m<sup>2</sup>)



**SAP-524**

(Room size 8 - 24 m<sup>2</sup>)



**SAP-743**

(Room size 28 - 43 m<sup>2</sup>)



**SAP-796**

(Room size 59 - 96 m<sup>2</sup>)



# 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

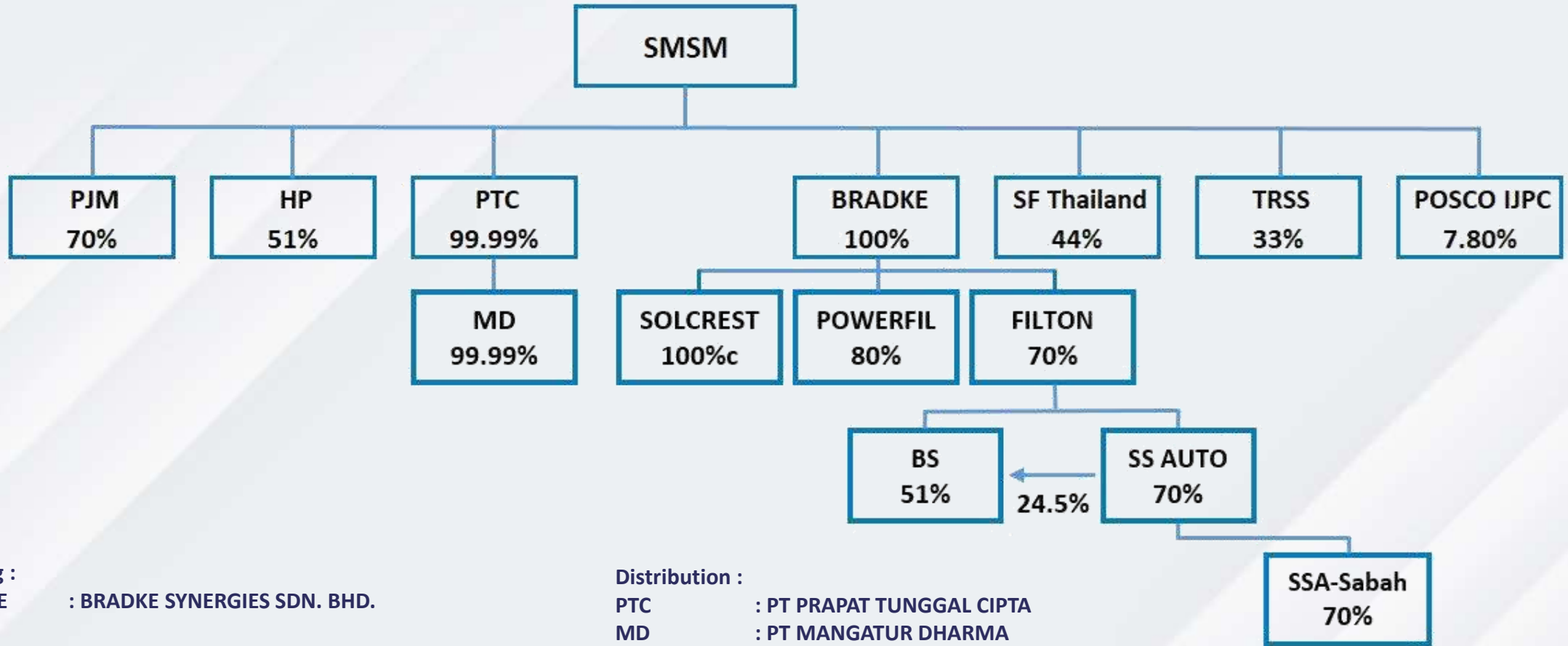
## Filters

- **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)

# STRUCTURE OF SMSM WITH THE SUBSIDIARIES & 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.

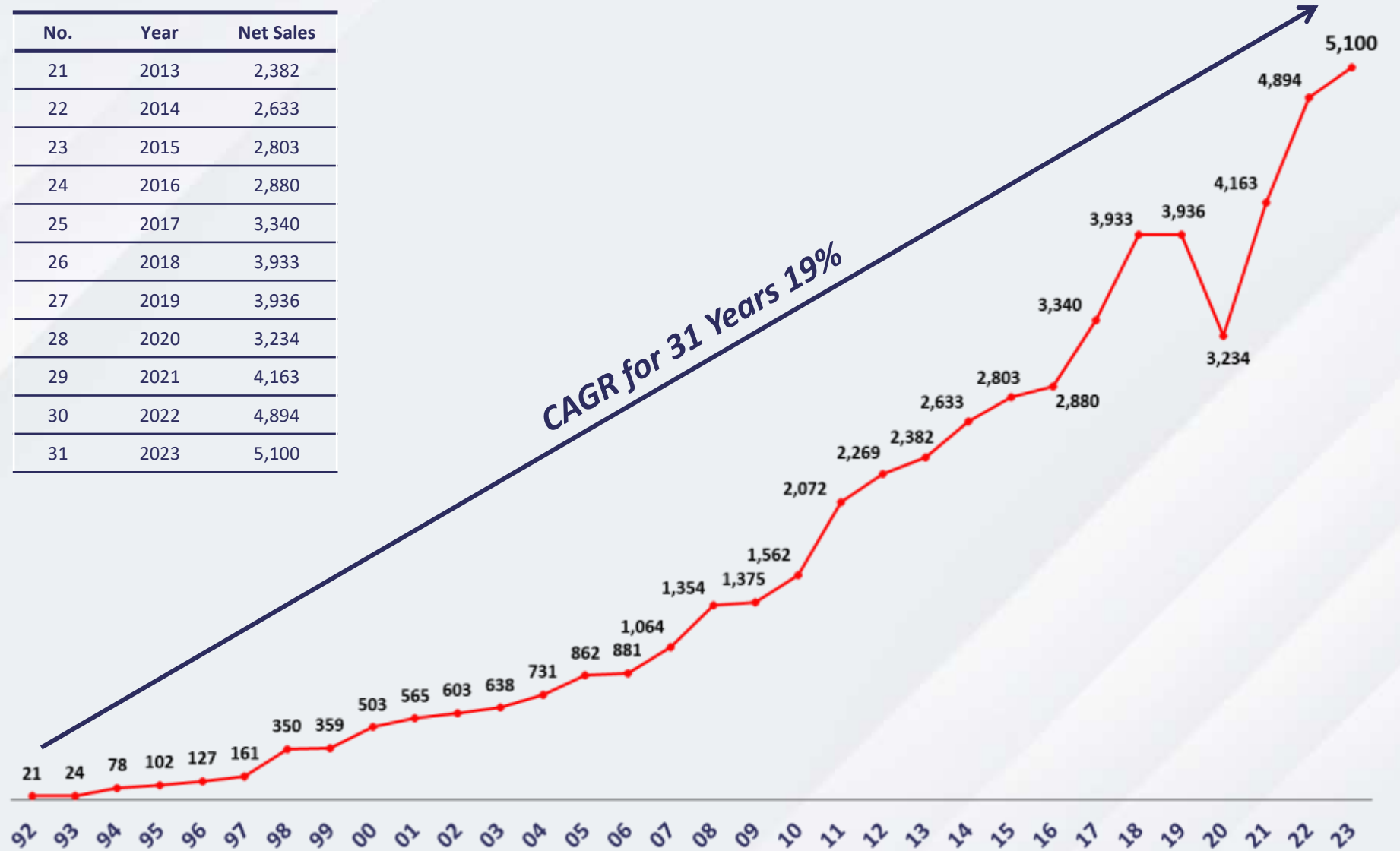
**Distribution :**  
PTC : PT PRAPAT TUNGGAL CIPTA  
MD : PT MANGATUR DHARMA  
SOLCREST : SOLCREST PTY LTD.  
POWERFIL : POWERFIL AUTOPARTS SDN. BHD.  
BS : BS ENTERPRISE SDN. BHD.  
SS AUTO : S.S AUTO SDN. BHD.  
SS A-Sabah : S.S AUTO (Sabah) SDN. BHD.  
SF THAILAND : SURE FILTER THAILAND CO., LTD.

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

# 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*

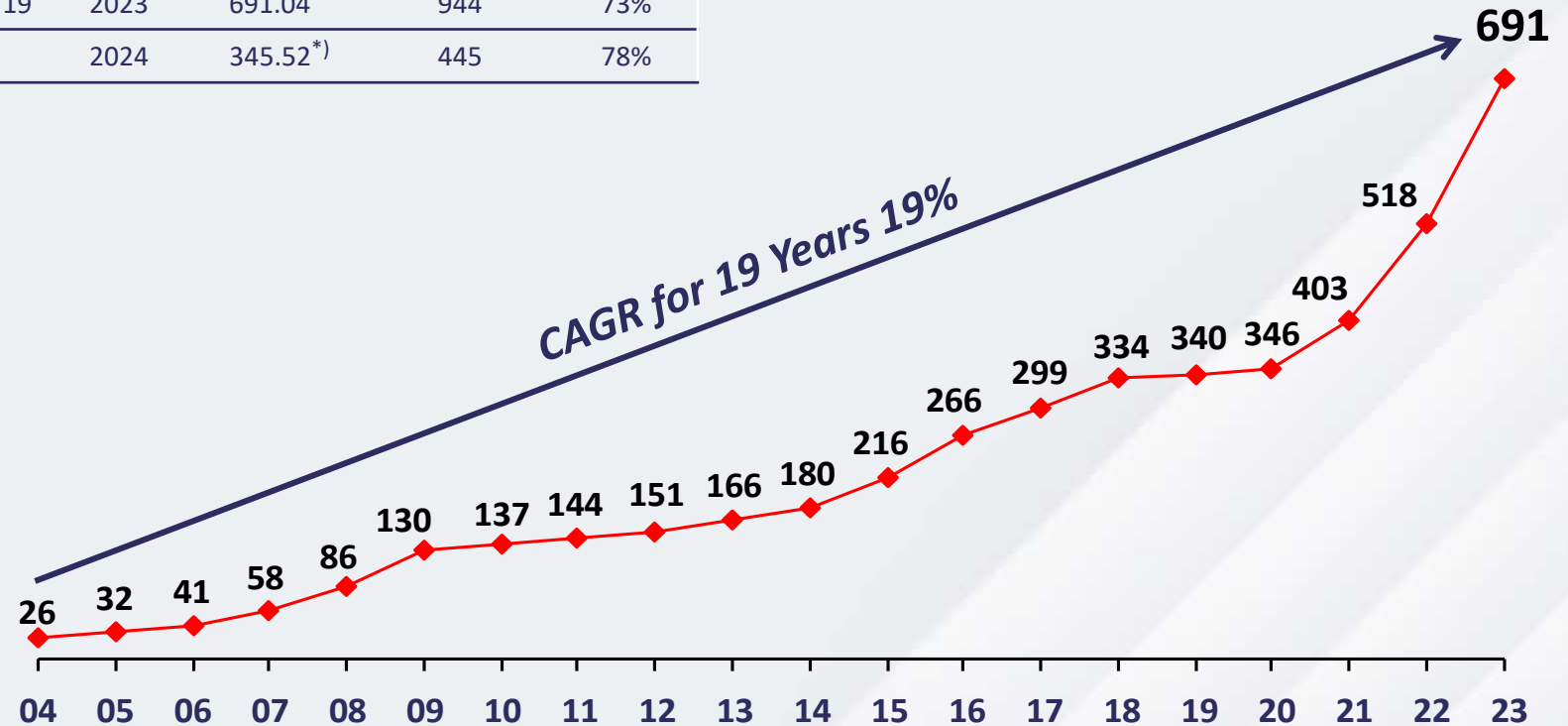


# 19 YEARS CONSECUTIVE DIVIDEND PAYMENT GROWTH

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 <sup>*)</sup>	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:

Final Dividend For 2023 Financial Year : IDR 230 Bio on July 16, 2024

<sup>\*)</sup> 1<sup>st</sup> Interim Dividend For 2024 Financial Year : IDR 144 Bio on May 28, 2024

<sup>\*)</sup> 2<sup>nd</sup> 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%.

# CONTINUOUS IMPROVEMENT OF CORPORATE GOVERNANCE SCORE

[Assessment by IICD]



## SCORE (POINTS)

MIN. REQUIREMENT	FAIR	GOOD	VERY GOOD	LEADERSHIP IN CG
Comply the minimum standards according to laws and regulations	There is a strong awareness and efforts to adopt international standards	Has adopted some of the international standards	Has fully adopted the international standards	Exceeding level 1 (Structure of ACGS)
(Level 1) 60.00 - 69.99	(Level 2) 70.00 - 79.99	(Level 3) 80.00 - 89.99	(Level 4) 90.00 - 100.00	(Level 5) > 100

# 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 parent company	3,527	3,024	503	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%	12%	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%)
<b>Total</b>	<b>2,350</b>	<b>100%</b>	<b>2,480</b>	<b>100%</b>	<b>(130)</b>	<b>(5%)</b>

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%
<b>Total</b>	<b>2,350</b>	<b>100%</b>	<b>2,480</b>	<b>100%</b>	<b>(130)</b>	<b>(5%)</b>

# 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%)
<b>Total</b>	<b>2,350</b>	<b>100%</b>	<b>2,480</b>	<b>100%</b>	<b>(5%)</b>



# TOP 10 EXPORT DESTINATIONS BY COUNTRIES [SORT BY SALES 1H 2024 - IN BIO IDR]



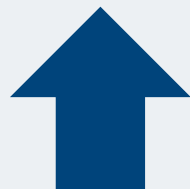
# FY 2024 TARGET

**SALES  
IDR**



**2%**

**NET PROFIT  
IDR**



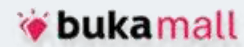
**8%**

There is still limited visibility on the market's performance for the remainder of 2024 due to the uncertainties linked to macroeconomic and geopolitical developments. As far as commodity and energy prices are concerned, some degree of stability can be confirmed, but it is subject to the risk of higher volatility exacerbated by prolonged geopolitical tensions.

Based on a more conservative forecast with specific regard to macro and global economic situation, the Company in 2024 expects a low single-digit of sales increase and its expectation of profitability to be better than in 2023.



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# Thank You

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