

# PUBLIC EXP<sup>POSE</sup> LIVE 2023

Presenting 46 Listed Companies  
Virtually Live

**PT Selamat Sempurna Tbk (SMSM)**

Thursday, 30<sup>th</sup> November 2023 | 04.00 - 04.45 p.m



**PT SELAMAT SEMPURNA Tbk.**  
MEMBER OF ADR GROUP

# 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

## 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 October 31, 2023	Number of Investors	%	Number of Shares	%
Foreign Institutions	184	4.23%	1,666,729,946	28.94%
Local Institutions	62	1.42%	3,126,229,882	54.29%
Foreign Individuals	16	0.37%	4,538,360	0.08%
Local Individuals	4,090	93.98%	961,177,252	16.69%
<b>Total</b>	<b>4,352</b>	<b>100.00%</b>	<b>5,758,675,440</b>	<b>100.00%</b>



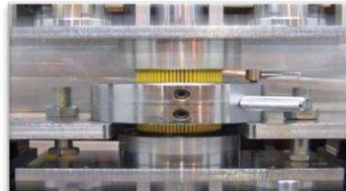
# Production Plant - Indonesia



**Kapuk Plant (Radiator Facilities)**



**Tangerang Plant (Filter Other Products & Subsidiaries)**



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

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

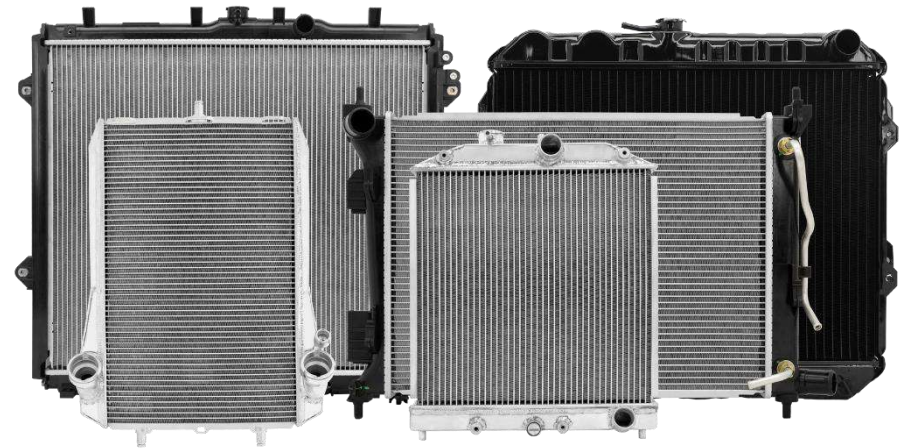




# GLOBAL BRAND

“Trademark registration in more than **130** countries worldwide”

# Main Products



# Other Products



DUMP HOIST



COOLANT



BRAKE PARTS





# GLOBAL RANGE & TYPE

“More than 7,000 part numbers for automotive and heavy duty applications”





# 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.

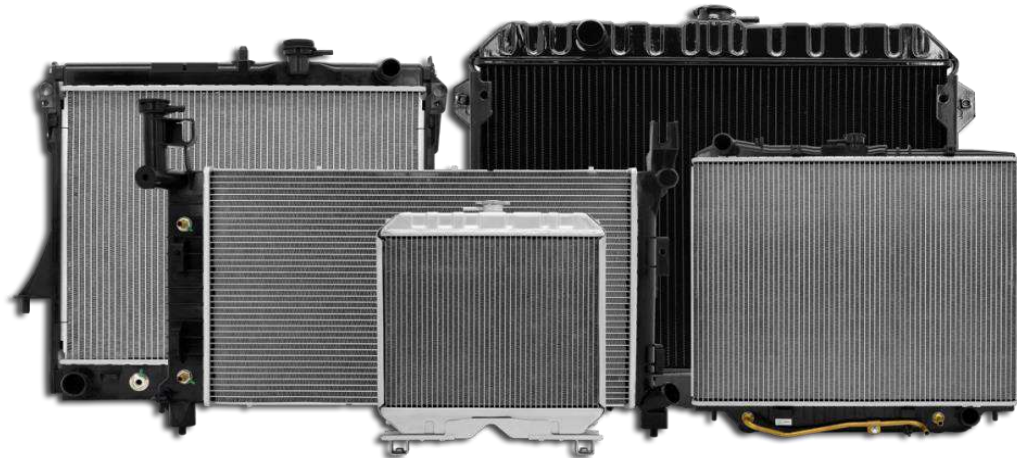




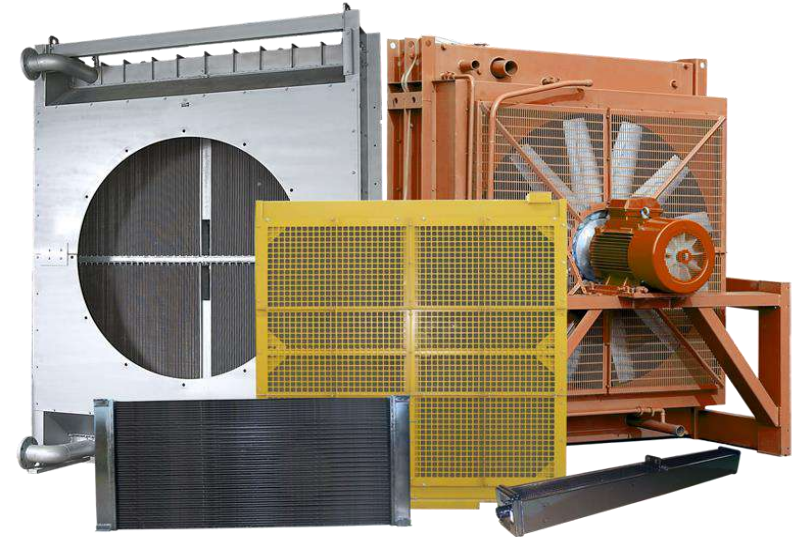
# Thermal System Product Range



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



- Heavy Equipment & Industrial Radiators



- Condenser
- Intercooler
- Evaporator



# Filtration Product Range

- Automotive Filters  
(Air, Oil, Fuel, Cabin, Transmission)
- Heavy Equipment & Industrial Filters  
(Air, Oil, Fuel, Cabin, Hydraulic, Transmission, Coolant, Separator, HEPA, EDM, Dust Collector)
- Clean Room Filters, HVAC Filters, & Home Appliances  
(HEPA Filters, Air Purifier Filter, etc)







**AIR FILTERS**



**OIL FILTERS**



**FUEL FILTERS**



**CABIN AIR FILTERS**



**TRANSMISSION FILTERS**



**COOLANT FILTERS**



**HYDRAULIC FILTERS**



**AIR/OIL SEPARATOR**



**FUEL FILTER/WATER SEPARATOR**



**EDM FILTERS**



**AIR PURIFIER FILTERS**



**HVAC FILTERS**



**BATTERY COOLING AIR FILTERS**

# Know Our Market – Main Heavy Equip. Range & Sub-Range

## Range:

Construction



Mining



Agriculture



Forestry



Other Industry



## Sub-Range (Equipment Type):

Construction



Excavator/  
Shovel



Wheel  
Loader



Crane



Asphalt  
Finisher



Dozer



Compaction



Mini  
Excavator



Skid Steer



Excavator/  
Shovel



Dump Truck



Articulated  
Dump Truck



Wheel Loader



Dozer



Dragline



Grader



Backhoe Loader



Drill

Agriculture



Tractor



Combine  
Harvester



Skidder



Harvester



Buncher



Forklift



Telescopic

Other Industry



# Other Products



## DUMP HOIST

- Dump Trucks, Hoists, and Special Purpose Vehicles



# Other Products

- Fuel Tank



- Exhaust System & Muffler



- Brake and Fuel Pipe





# Other Products



SAKURA  
AIR PURIFIER



SAP - 415



SAP - 524



SAP - 743



SAP - 796

# 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



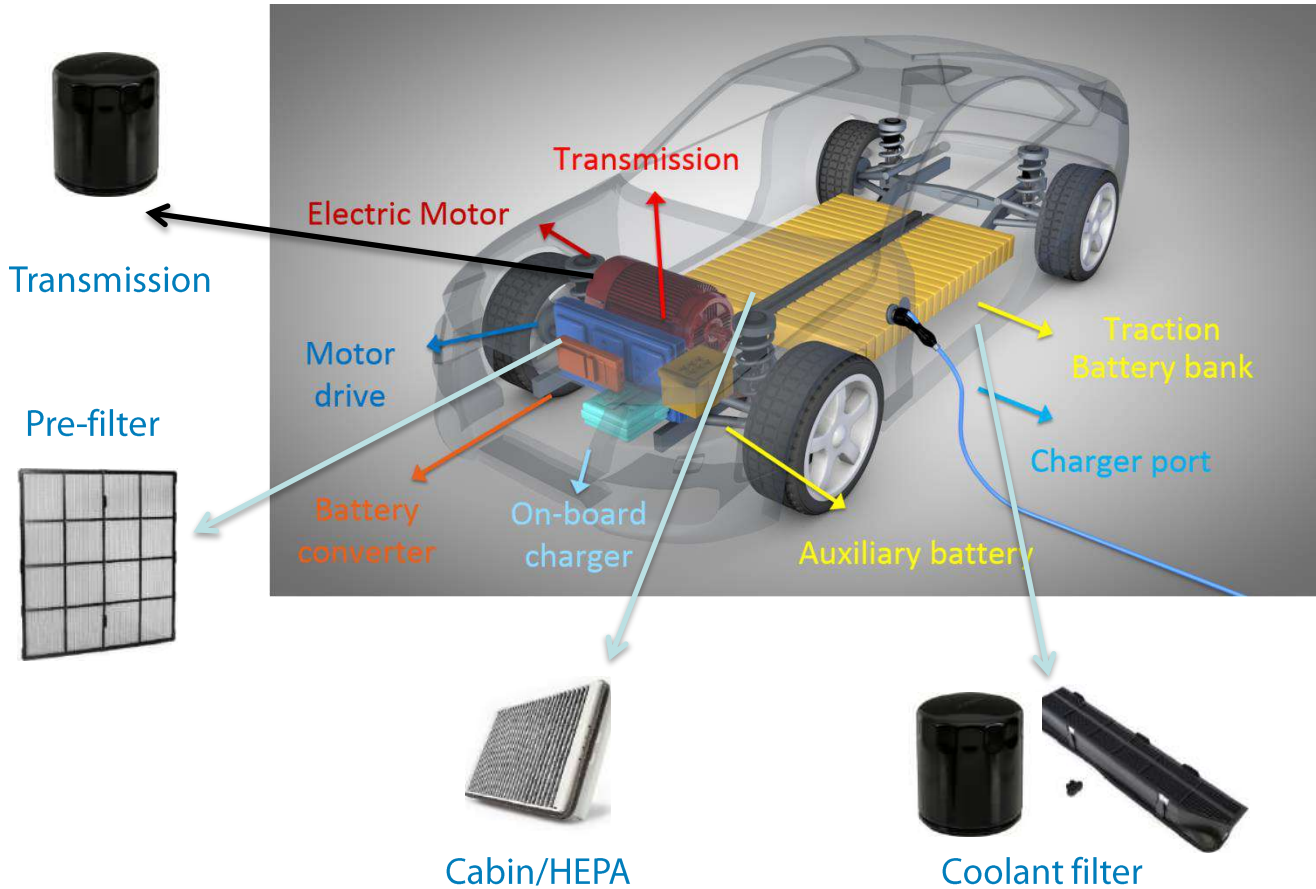
## Filters Industrial

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

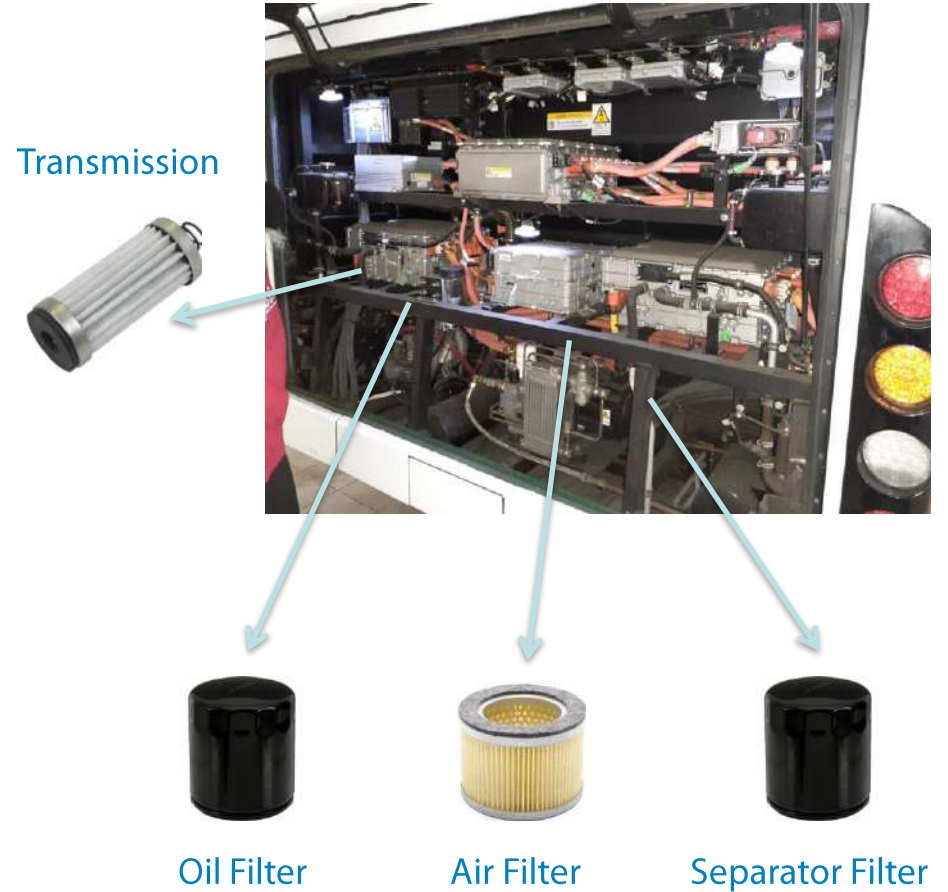


# Filters for electric vehicle (EV)

## Battery Electric Vehicle (BEV)



## Electric buses



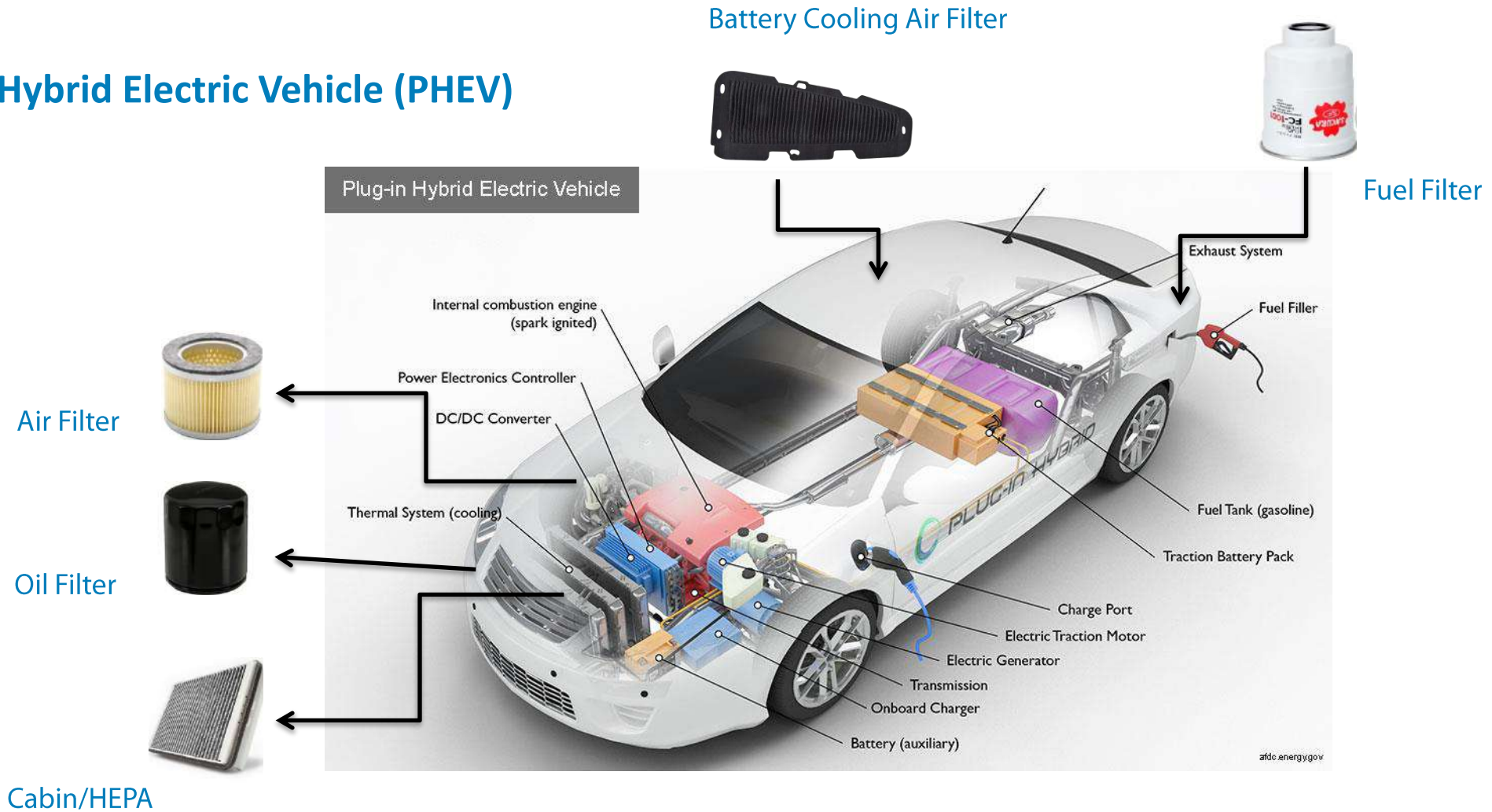
Note : The Pictures are just for illustrative purposes.  
The type of filter used can be different for each brand and model of electric vehicle (EV).





# Filters for electric vehicle (EV)

## Plug-in Hybrid Electric Vehicle (PHEV)



Note : The Pictures are just for illustrative purposes.  
The type of filter used can be different for each brand and model of electric vehicle (EV).



# Some Models of Electric Vehicles (EV) and Its Filters

HYBRID / EV FILTER REPLACEMENT 

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

Cabin **CA-31120**



**BMW i3s** (I01) | B1P25B, W20K06A  
11/'17 -

Cabin **CA-30890-S**

Transmission **C-30050**



**BMW i8** (I112, I115) B38K15 (170 kW)  
03/'18 -

Oil **EO-30270**



**BAOJUN E-SERIES**

Cabin **CA-65390EV**



**BMW X5** 30d X Mild-Hybrid (G06, F96) B57D30B, JA1  
08/'20 -

Cabin **CAC-30120-S**

Oil **EO-30300**



**BMW X6** 30d X Mild-Hybrid (G06, F96) B57D30B, JA1  
08/'20 -

Cabin **CAC-30120-S**

Oil **EO-30300**



**BYD D9**

Cabin **CA-40030EV-S**



HYBRID / EV FILTER REPLACEMENT 

**BYD E6**  
'09

Cabin **CA-40010EV**



**BYD K9 (BUS)**

Cabin **CAP-40020EV**

Air Compressor **A-40010**

Oil For Compressor **C-40010**



**CHEVROLET Bolt**  
2017 -

Cabin **CA-65350**



**CHEVROLET Volt**  
1.4L A14XFL 10/'11 -

Cabin **CA-65210**

Oil **C-1552**



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

Cabin **CAC-10130**



**FORD Focus**  
2018

Cabin **CA-19960**



**HONDA FIT-E**  
2015

Cabin **CA-16130**



HYBRID / EV FILTER REPLACEMENT 

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

Air **A-16930**

Oil **C-1002**



**HYUNDAI Ioniq**  
09/'19 -

Cabin **CA-28151**



**HYUNDAI Kona**  
04/'18 -

Cabin **CA-28380**



**HYUNDAI Kona (RHD)**  
04/'18 -

Cabin **CAC-39020**



**JAGUAR I-Pace**  
'19

Cabin **CAC-1114**



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

Cabin **CA-28150**



**KIA Soul**  
08/'18 -

Cabin **CA-28380**



HYBRID / EV FILTER REPLACEMENT 

**MERCEDES-BENZ EQC (N293)**  
EQC 400 4-matic (293.890)

Cabin **CAC-53870**



**MERCEDES-BENZ S400 Hybrid** (W222.057/157)  
M 276.960.06/'13 -

Air **A-26400**

Cabin **CAC-26170-S**

Oil **EO-26430**



**MERCEDES-BENZ B-Class** B 250 e W246, W242 (242.890) '15

Cabin **CAC-53830**



**MITSUBISHI i-MiEV**  
12/'09 -

Cabin **CAC-10130**



**MITSUBISHI Outlander**  
2.4L 4B12 '18

Air **A-58380**

Cabin **CA-18120**

Oil **C-1011**



**NISSAN Leaf**  
(ZE1/ZE1E) EM57 11/'17 -

Cabin **CA-18270**



**NISSAN Kicks e-Power**  
1.2 Hybrid HR12 '20

Air **A-61670**

Cabin **CA-18490**

Oil **C-1823**



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







# Some Models of Electric Vehicles (EV) and Its Filters

HYBRID / EV  
FILTER REPLACEMENT

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

Cabin **CA-21080-S**



**PEUGEOT**  
iOn  
12/'10 -

Cabin **CAC-10130**



**RENAULT**  
Kangoo ZE 5AM400  
10/'11 -

Cabin **CA-18361**



**RENAULT**  
Zoe 5AQ  
12 -

Cabin **CA-18361**



**TESLA**  
Model 3  
'15 -

Cabin **CAPV-34020EV-S**



**TESLA**  
Model X  
'15 -

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



**TESLA**  
Model S  
'15 -

Cabin **CAPC-34030EV-S  
CAPV-34030EV-S**



HYBRID / EV  
FILTER REPLACEMENT

**TESLA**  
Model Y  
'15 -

Cabin **CAPV-34020EV-S**



**TOYOTA**  
RALINK  
1.8L

Battery **BHF-11050**



**TOYOTA**  
RAV 4  
2.5L L4

Battery **BHF-11060**



**TOYOTA**  
Camry  
2.5L A25A-FXS '17 -

Air **A-33430** Cabin **CA-11380**

Battery **BHF-11010** Oil **C-47030**



**TOYOTA**  
C-HR  
'16 -

Air **A-33750**

Battery **BHF-11020**

Oil **CA-1109**



**TOYOTA**  
Comfort  
NTP10R-AHXDN '17-

Air **A-33430** Cabin **CA-11380**

Battery **BHF-11040** Oil **C-1109**



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

Air **A-3370** Cabin **CA-11380**

Battery **BHF-11030** Oil **C-1109**



HYBRID / EV  
FILTER REPLACEMENT

**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** Cabin **CA-11380**

Battery **BHF-11020** Oil **C-1109**



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

Cabin **CA-31100**



**SKODA**  
Citigo e iV EBMA  
10/'19 -

Cabin **CA-231100**



**VOLKSWAGEN**  
e-up (BL14E1) EABA  
07/'13 -

Cabin **CA-31100**



**VOLVO**  
XC90 2.0 T8 Hybrid  
B4204 T34 04/'18 -

Air **A-24260**

Cabin **CA-24110**



**WULING**  
Hongguang Mini EV  
2020

Cabin **CA-65380EV**



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## List of OEM/OES

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

# Technical Assistance

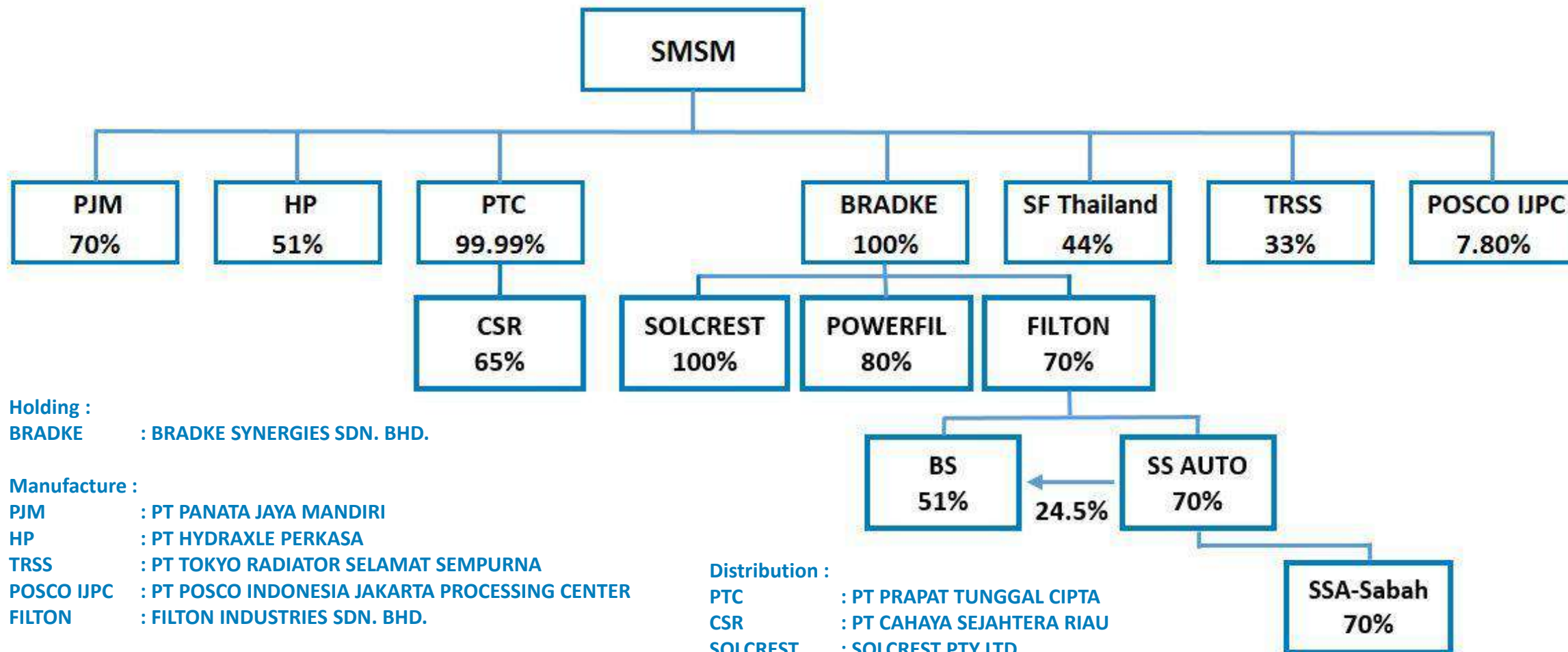
## Filters

- **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)

# Structure of Company with the Subsidiaries and Associates



**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.

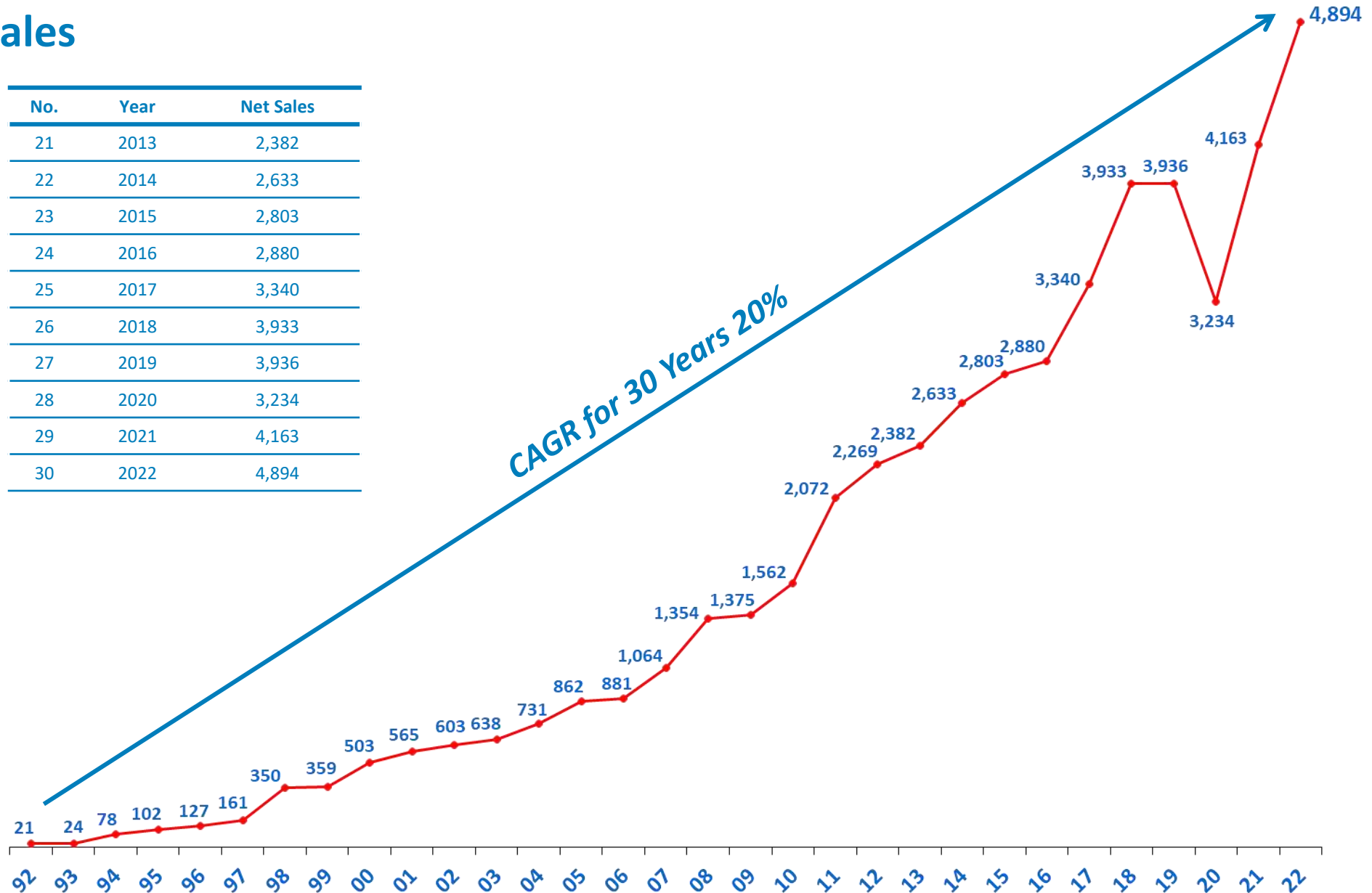
**Branches of PTC :**  
 JABODETABEK  
 MAKASSAR, Sulawesi Selatan  
 MEDAN, Sumatra Utara  
 SURABAYA, Jawa Timur

**Distribution :**  
 PTC : PT PRAPAT TUNGGAL CIPTA  
 CSR : PT CAHAYA SEJAHTERA RIAU  
 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.



# 30 Years of CAGR Sales

No.	Year	Net Sales	No.	Year	Net Sales
	1992	21	21	2013	2,382
1	1993	24	22	2014	2,633
2	1994	78	23	2015	2,803
3	1995	102	24	2016	2,880
4	1996	127	25	2017	3,340
5	1997	161	26	2018	3,933
6	1998	350	27	2019	3,936
7	1999	359	28	2020	3,234
8	2000	503	29	2021	4,163
9	2001	565	30	2022	4,894
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			

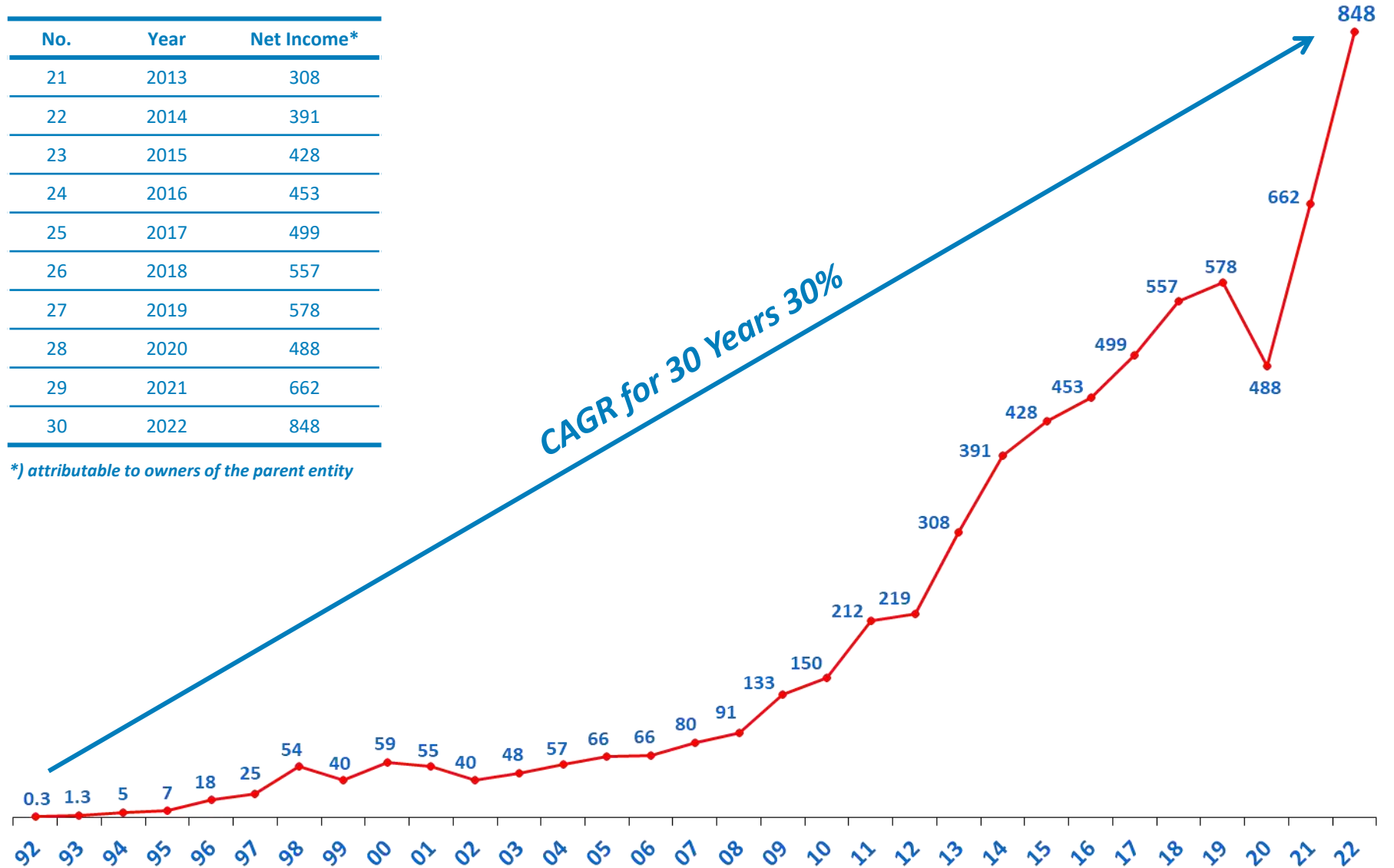


# 30 Years of CAGR Net Income

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

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

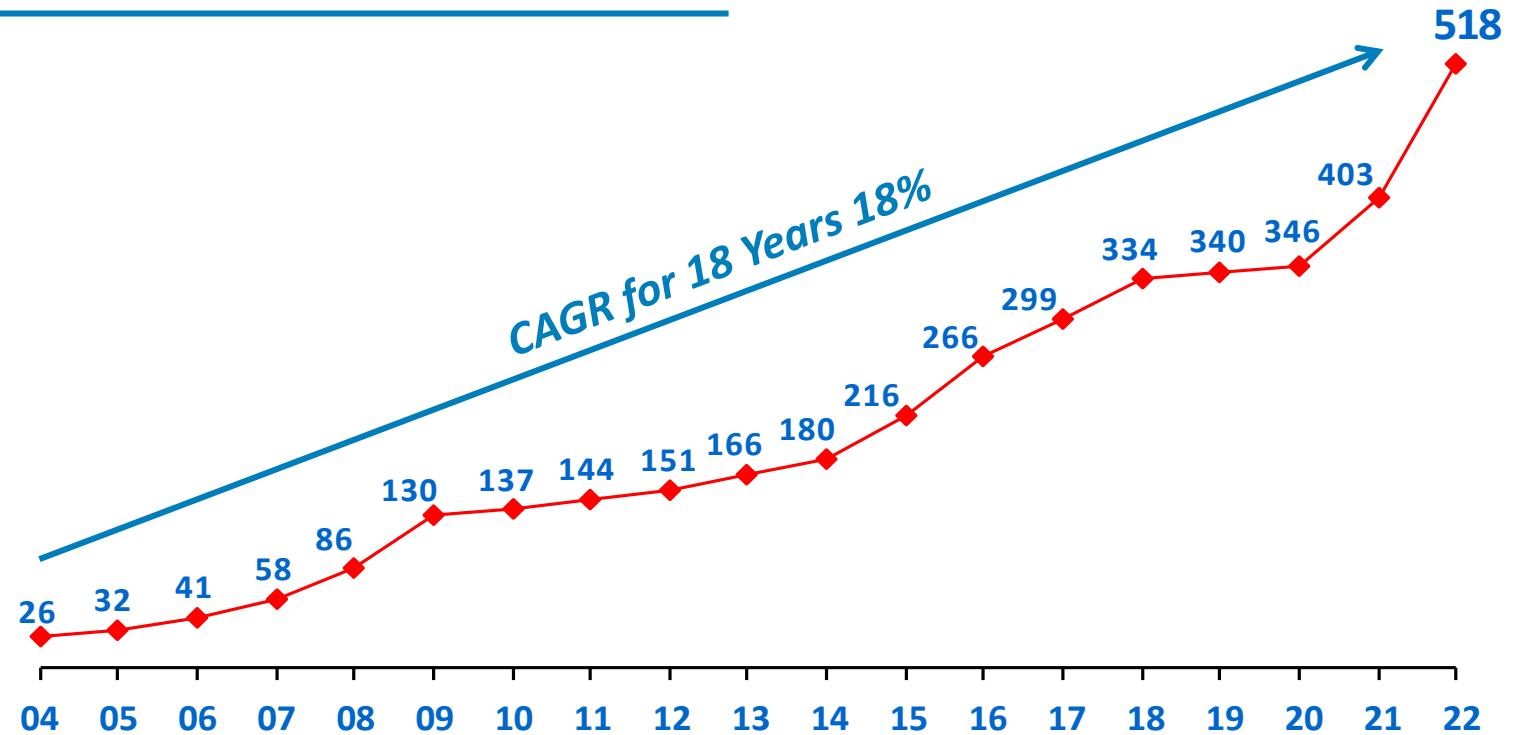


# 18 Years Consecutive Dividend Payment Growth

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>	695	66%

- Paid quarterly dividend since 2015 = 35 times
- Increased annually for 18 years
- Total Dividend paid since 1996 Rp4.61 Trillion



### Dividend Distribution within year 2023:

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

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

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




\*) 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 9M 2023

	9 Months Ended 30 September 2023		Changes
Net Sales	IDR 3.764 T		3.13%
Profit for the Period*	IDR 695 B		8.72%
EPS	IDR 121		8.72%

*\* attributable to owners of the parent entity*

# Comparative Financial Highlights

Financial Highlights	9 Months Ended		Increase/ (Decrease)	%	Compare Q to Y	
	9M 2023	9M 2022			9M 2023	2022
Net Sales	3,764	3,649	115	3%	3,764	4,894
Gross Profit	1,287	1,162	124	11%	1,287	1,605
Income from Operation	945	884	61	7%	945	1,174
Profit for the period attributable to:						
Owners of the parent entity	695	639	56	9%	695	848
Non-controlling interests	71	66	5	7%	71	88
Current Asset	3,268	3,191	78	2%	3,268	3,122
Total Asset	4,525	4,385	140	3%	4,525	4,380
Current Liabilities	638	822	(184)	(22%)	638	705
Total Liabilities	972	1,175	(203)	(17%)	972	1,061
Equity attributable to:						
Owners of the parent entity	3,141	2,805	336	12%	3,141	2,896
Non-controlling interests	412	405	7	2%	412	423
EPS	121	111	10	9%	121	147

# Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	9M 2023	9M 2022	9M 2023	2022
Net Sales Growth	3%			
Total Asset Growth	3%		3%	
Total Equity Growth	11%		7%	
Gross Profit Margin	34%	32%	34%	33%
Operating Margin	25%	24%	25%	24%
Profit Margin*	18%	18%	18%	17%
Return on Assets	17%	16%	17%	21%
Return on Equity*	20%	20%	20%	26%
Total Debt / Total Assets	21%	27%	21%	24%
Total Debt / Total Equity	27%	37%	27%	32%
Current Ratio	512%	388%	512%	443%



## Sales Performance 9M 2023 (9 Months Ended)

Market	Sales (IDR)				Increase/(Decrease)	
	9M 2023	%	9M 2022	%	IDR	%
Domestic	1,519	40%	1,340	37%	179	13%
Overseas	2,245	60%	2,309	63%	(64)	(3%)
<b>Total</b>	<b>3,764</b>	<b>100%</b>	<b>3,649</b>	<b>100%</b>	<b>115</b>	<b>3%</b>

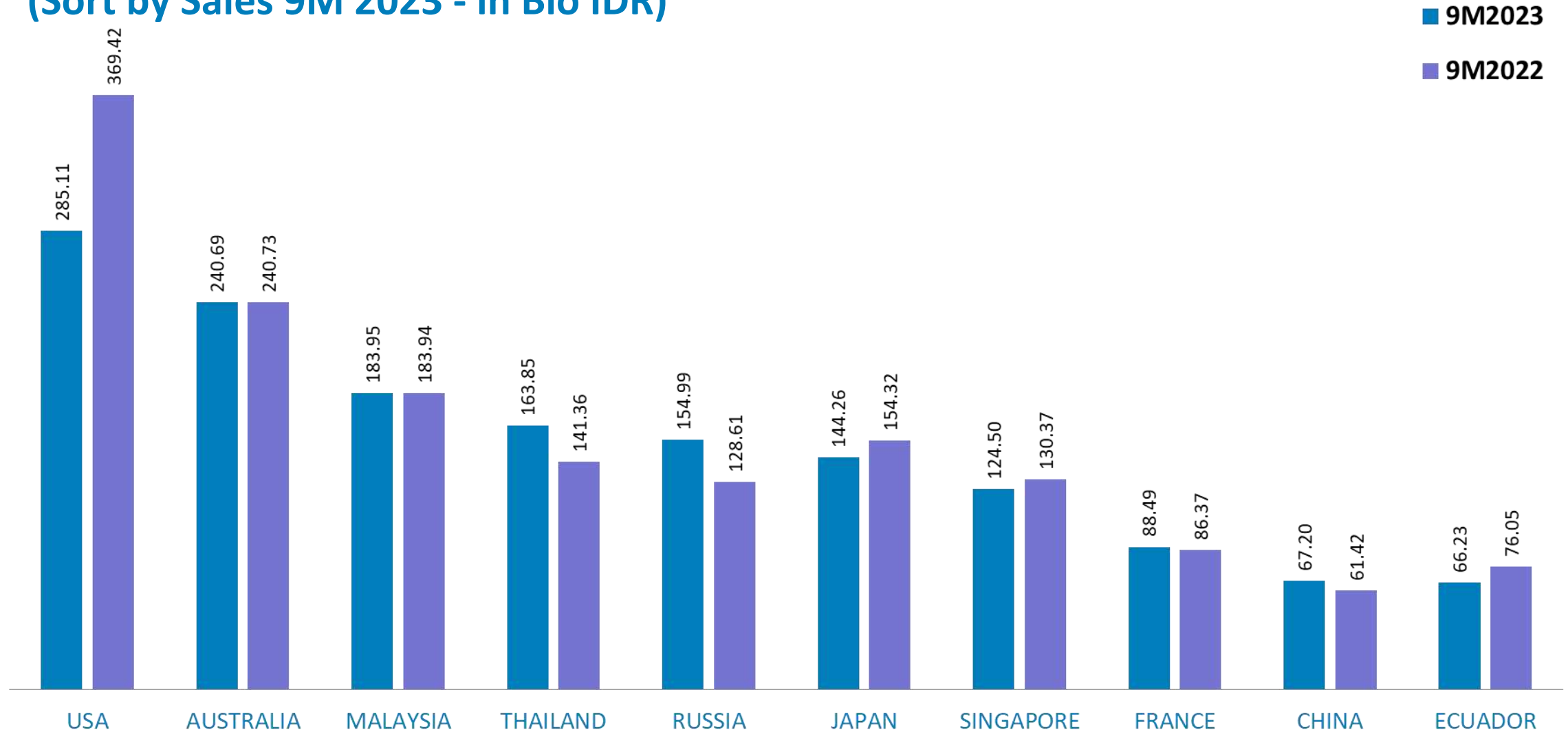
Product	Sales (IDR)				Increase/(Decrease)	
	9M 2023	%	9M 2022	%	IDR	%
Filter	2,723	72%	2,576	71%	147	6%
Radiator	331	9%	406	11%	(75)	(19%)
Body Maker	271	7%	261	7%	10	4%
Trading	1,073	29%	1,000	27%	73	7%
Others	180	5%	319	9%	(139)	(44%)
<b>(Elimination)</b>	<b>(814)</b>	<b>(22%)</b>	<b>(913)</b>	<b>(25%)</b>	<b>(99)</b>	<b>(11%)</b>
<b>Total</b>	<b>3,764</b>	<b>100%</b>	<b>3,649</b>	<b>100%</b>	<b>115</b>	<b>3%</b>

# Sales by Geographical

Geographical	9M 2023		9M 2022		Increase/ (Decrease)
	IDR	%	IDR	%	
Domestic	1,519	40%	1,340	37%	13%
Overseas					
Asia	950	25%	946	26%	0.4%
America	531	14%	614	17%	(14%)
Europe	420	11%	412	11%	2%
Australia	275	8%	271	7%	1%
Africa	69	2%	66	2%	5%
<b>Total</b>	<b>3,764</b>	<b>100%</b>	<b>3,649</b>	<b>100%</b>	<b>3%</b>

# Top 10 Export Destinations by Countries

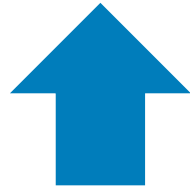
(Sort by Sales 9M 2023 - in Bio IDR)





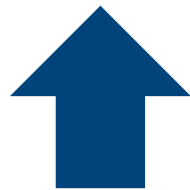
# FY 2023 Target

**SALES  
IDR**



**5%**

**NET PROFIT  
IDR**



**10%**

Visibility as to the market trend in 2023 remains limited due to the uncertainties regarding the macroeconomic evolution in a context of high inflation and still rising interest rates. As far as raw materials are concerned, in the first nine months of 2023 prices relatively stable and as yet there have been no signs of any inversion of the trend. As for energy costs, volatility remains high and could potentially intensify due to the new geo-political tensions.

Assuming there are no factors that could cause a deterioration of the macroeconomic scenario from today's levels, for 2023 the Company expects to see revenue growth and an increase in profitability, in line with the results reported for the first nine months of the year.

# Official Stores



🔍 Sakura Filter Indonesia



# Thank You

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