

# Paparan Publik

## PT Gaya Abadi Sempurna Tbk

Jakarta, 22 Juli 2022



## JAJARAN KOMISARIS & DIREKSI



**Tjoa King Hoa**  
Komisaris Utama



**Hadi Avilla Tamzil**  
Komisaris Independen



**Edi Hanafiah Kwanto**  
Direktur Utama



**Wilson Ng**  
Direktur Keuangan



**Wilson Teoh**  
Direktur Operasional

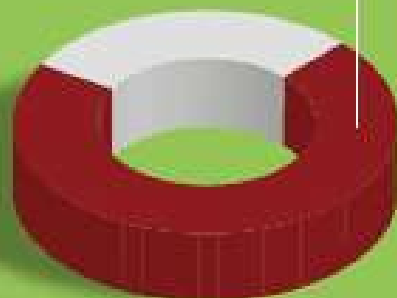


# STRUKTUR KORPORASI



## KEPEMILIKAN SAHAM Share Ownership

71.25%



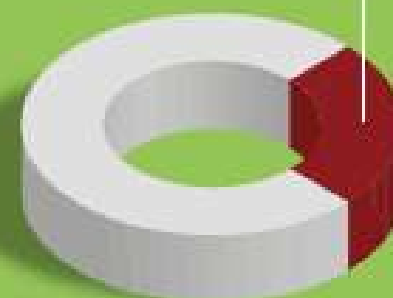
PT Selis Investama Indonesia

3.75%



Tjoa King Hoa

25.00%



Masyarakat <5%  
Public <5%

# PERISTIWA PENTING 2021



**RUPS Tahunan 2021  
SELIS CENTRE  
Kelapa Gading  
Kamis, 19 Agustus 2021**





Perseroan membuka 13 Selis *Center* (SC) baru, yang terdiri dari SC Subang, SC Tasikmalaya, SC Cirebon, SC Sragen, SC Purwokerto, SC Sukabumi, SC Cikarang, SC Garut, SC Bengkulu, SC Lampung, SC Pangkal Pinang, SC Situbondo, dan SC Kediri.





**Sertifikat Laik Operasi No. 4366.571.8.3603.JA20.19**  
**Commissioning Certificate No. 4366.571.8.3603.JA20.19**



**Sertifikat Standar Nasional Indonesia ISO 9001:2015**

**Indonesian National Standard Certificate ISO 9001:2015**



**Uji Tipe Kendaraan Bermotor No. KP.1364/AJ.502/DRJD/2019**

**Motor Vehicle Type Testing No. KP.1364/AJ.502/DRJD/2019**

<b>Penerima Recipient</b>	PT Juara Bike
<b>Penyelenggara Organizer</b>	PT Serkolinas Aman Nusantara Kantor Pelayanan Wilayah Banten Unit Pelayanan Tangerang Banten Regional Service Office, Tangerang Service Unit
<b>Masa Berlaku Validity Period</b>	27 Mei 2019-27 Mei 2034 27 May 2019-27 May 2034

<b>Penerima Recipient</b>	PT Juara Bike
<b>Penyelenggara Organizer</b>	International Certification Service Management (ICSM) Indonesia
<b>Masa Berlaku Validity Period</b>	16 Juli 2018-15 Juli 2021 16 July 2018-15 July 2021

<b>Penerima Recipient</b>	PT Juara Bike
<b>Penyelenggara Organizer</b>	Balai Pengujian Laik Jalan dan Sertifikasi Kendaraan Bermotor Bekasi Station for Commissioning Testing and Motor Vehicles Certification Bekasi
<b>Masa Berlaku Validity Period</b>	Tidak Ada Masa Berlaku No Validity Period





**IOI with Carrier**

**Performance:**

25 Km/H Top Speed  
Up to-100 Km Range

**Battery:**

Lithium Ion 48 Volts 12.5 Ah

**Dimension:**

Size: 167.5 x 59.7 x 108 cm

**Max Load:**

120 Kg



**Rinjani**

**Performance:**

25 Km/H Top Speed  
Up to-35 Km Range

**Battery:**

SLA 48 Volt 12 Ah

**Dimension:**

Size: 160 x 68.5 x 106 cm

**Max Load:**

150 Kg



**Murai Special Edition**

**Performance:**

25 Km/H Top Speed  
Up to-35 Km Range

**Battery:**

SLA 48 Volt 12 Ah

**Dimension:**

Size: 168 x 68 x 108 cm

**Max Load:**

150 Kg

**Perseroan meluncurkan 3 produk baru yaitu :  
Rinjani, IOI with Carrier dan Murai Special Edition**





## SALES

- **Vast distribution network**, up to 400 distributors, retailers (modern and traditional) nationally
- **Product information is easy to access**, through digital platform and website
- **Price is transparent nationally**, SELIS controls the selling price of the retailers
- **Offering one-stop-solution** for electric vehicle with customization capabilities



## SERVICE

- **High reliability** and consistency on product quality (ISO compliant)
- **Warranty** of motor, battery, charger and ECU up to 12 months
- **Digitalization** of warranty system nationally
- **Dedicated home service** for Business Users and consumers



## SPARE PART

- **Guaranteed for 5 years** for bicycle type and 10 years for scooter type
- **Home Service** in major cities for corporate and retail customers
- **Universalization** of spare parts so it could be interchangeable between types
- **Easy to found** in retailers nationally and through digital marketplaces



## SYSTEM

- **Strong integration of components**, with support from major players in essential components
- **Readiness of component to implement IoT** (Internet of Things) with GPS, auto ignition mode and control boards for monitoring vehicle performance





**Mandalika**

<b>Performance:</b> 30 Km/H Top Speed Up to-30 Km Range	<b>Battery:</b> SLA 36 Volt 12 Ah
<b>Dimension:</b> Size: 160 X 60 X 108 cm	<b>Max Load:</b> 150 Kg



**Hornet**

<b>Performance:</b> 35 Km/H Top Speed Up to-30 Km Range	<b>Battery:</b> SLA 38 Volt 12 Ah
<b>Dimension:</b> Size: 168 x 68 x 108 cm	<b>Max Load:</b> 150 Kg



**Rinjani**

<b>Performance:</b> 25 Km/H Top Speed Up to-35 Km Range	<b>Battery:</b> SLA 48 Volt 12 Ah
<b>Dimension:</b> Size: 160 x 68.5 x 106 cm	<b>Max Load:</b> 150 Kg



**Murai**

<b>Performance:</b> 35 Km/H Top Speed Up to-30 Km Range	<b>Battery:</b> SLA 48 Volt 12 Ah
<b>Dimension:</b> Size: 168 x 68 x 108 cm	<b>Max Load:</b> 150 Kg



**Butterfly Trike**

<b>Performance:</b> 35 Km/H Top Speed Up to-30 Km Range	<b>Battery:</b> SLA 36 Volt 12 Ah
<b>Dimension:</b> Size: 167 x 125 x 105 cm	<b>Max Load:</b> 150 Kg



**Murai Special Edition**

<b>Performance:</b> 25 Km/H Top Speed Up to-35 Km Range	<b>Battery:</b> SLA 48 Volt 12 Ah
<b>Dimension:</b> Size: 168 x 68 x 108 cm	<b>Max Load:</b> 150 Kg





**Storm**

**Performance:**  
45 Km/H Top Speed  
Up to-70 Km Range

**Battery:**  
Lithium Ion 36 Volt 10.4 Ah

**Dimension:**  
Size: 173 X 47.5 X 97 cm

**Max Load:**  
125 Kg



**Tornado**

**Performance:**  
25 Km/H Top Speed  
Up to-60 Km Range

**Battery:**  
Lithium Ion 36 Volt 10.4 Ah

**Dimension:**  
Size: 175 x 66 x 98.5 cm

**Max Load:**  
125 Kg



**EOI**

**Performance:**  
20 Km/H Top Speed  
Up to-15 Km Range

**Battery:**  
Lithium Ion 36 Volts 5.2 Ah

**Dimension:**  
Size: 149 x 62 x 108 cm

**Max Load:**  
100 Kg



**IOI**

**Performance:**  
25 Km/H Top Speed  
Up to-50 Km Range

**Battery:**  
Lithium Ion 48 Volts 7 Ah

**Dimension:**  
Size: 166.5 x 61 x 106 cm

**Max Load:**  
120 Kg





**SOI**

**Performance:**  
25 Km/H Top Speed  
Up to-35 Km Range

**Battery:**  
Lithium Ion 36 Volts 10.4 Ah

**Dimension:**  
Size: 167 x 125 x 105 cm

**Max Load:**  
100 Kg



**Roadmaster 2.0**

**Performance:**  
25 Km/H Top Speed  
Up to-35 Km Range

**Battery:**  
Lithium Ion 36 Volts 10 Ah

**Dimension:**  
Size: 177.5 x 62.9 x 102.4 cm

**Max Load:**  
125 Kg



**IOI with Carrier**

**Performance:**  
25 Km/H Top Speed  
Up to-100 Km Range

**Battery:**  
Lithium Ion 48 Volts 12.5 Ah

**Dimension:**  
Size: 167.5 x 59.7 x 108 cm

**Max Load:**  
120 Kg





**Agats**

<b>Performance:</b> 60 Km/H Top Speed Up to-50 Km Range	<b>Battery:</b> SLA Battery 72 Volts 20 Ah
<b>Dimension:</b> Size: 177.5 X 62.9 X 102.4 cm	<b>Max Load:</b> 200 Kg



**EMax**

<b>Performance:</b> 50 Km/H Top Speed Up to-120 Km Range	<b>Battery:</b> 60 Volts 25 Ah Lithium Iron Phosphate (LiFePO4)
<b>Dimension:</b> Size: 184 x 68 x 129 cm	<b>Max Load:</b> 225 Kg



**Eagle Prix**

<b>Performance:</b> 40 Km/H Top Speed Up to-35 Km Range	<b>Battery:</b> SLA 48 Volts 20 Ah
<b>Dimension:</b> Size: 166 x 68 x 123 cm	<b>Max Load:</b> 150 Kg



**New Balis**

<b>Performance:</b> 45 Km/H Top Speed Up to-50 Km Range	<b>Battery:</b> SLA 60 Volts 45 Ah
<b>Dimension:</b> Size: 225 X 115 X 150 cm	<b>Max Load:</b> 300 Kg





**Kid Scooter**

**Performance:**

25 Km/H Top Speed  
Up to-20 Km Range

**Battery:**

SLA 24 Volts 12 Ah

**Dimension:**

Size: 90 x 55 x 102 cm

**Max Load**

120 Kg



**Autofolding**

**Performance:**

25 Km/H Top Speed  
Up to-25 Km Range

**Battery:**

36 Volt 7 Ah Lithium

**Dimension:**

Size: 65 x 38 x 112.8 cm

**Max Load**

150 Kg



**K-Bike**

**Performance:**

25 Km/H Top Speed  
Up to-25 Km Range

**Battery:**

36 Volt 8.8 Ah Lithium

**Dimension:**

Size: 120 x 61.5 x 98.5 cm

**Max Load**

150 Kg



# SPECIAL PURPOSE VEHICLE



**New Robin**

**Performance:**  
30 Km/H Top Speed  
Up to-40 Km Range

**Battery:**  
SLA 48 Volt 20 Ah

**Dimension:**  
Size: 155 x 69 x 105 cm

**Max Load**  
200 Kg



**Wheelchair Autofolding**

**Performance:**  
9 Km/H Top Speed  
Up to-20 Km Range

**Battery:**  
24 Volts 20 Ah Lithium

**Dimension:**  
Size: 103 x 63 x 99 cm

**Max Load**  
100 Kg



**Wisata 04S**

**Performance:**  
25 Km/H Top Speed  
Up to-40 Km Range

**Battery:**  
SLA 6 pcs 8 Volts 150 Ah

**Dimension:**  
Size: 276 x 120 x 180 cm

**Max Load:**  
500 Kg



**Wisata 06S**

**Performance:**  
35 Km/H Top Speed  
Up to-40 Km Range

**Battery:**  
SLA 6 psc 8 Volt 150 Ah

**Dimension:**  
Size: 352 x 120 x 180 cm

**Max Load:**  
700 Kg



**Wisata 08S**

**Performance:**  
35 Km/H Top Speed  
Up to-40 Km Range

**Battery:**  
SLA 6 pcs Volt 150 Ah

**Dimension:**  
Size: 428 x 120 x 180 cm

**Max Load:**  
700 Kg





### Mid Drive

**Performance:**

25 Km/H Top Speed  
Up to-80 Km Range

**Battery:**

36 Volt 10.5 Ah Lithium

**Design:**

Chainwheel 44 T Single Chain  
with Protector

**Display:**

Electronic Shifter & Display  
LCD 3 Power Output Levels



### Helm Sepeda – Selis Sport Helmet

**Weight:**

230 g

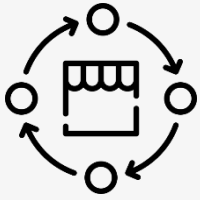
**Vents:**

18

**Dimension:**

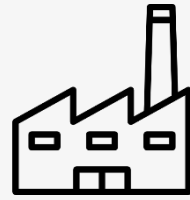
Size: 27 × 23 × 15 cm





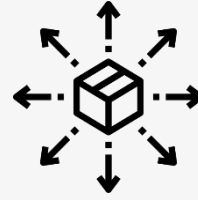
## SCM

- In house industrial design.
- Supply Chain Team in China, as the main component manufacturer
- Focusing on local content, with e-motor local content up to 28%.



## Manufacturing

- In house manufacturing capability for frame production, painting and assembling.



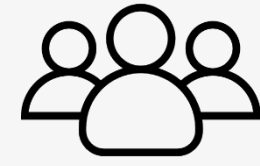
## Distribution & Retail

- 4 distribution centers distributed across Indonesia.
- 300+ Point-of-Sales covering mom-and-pop stores, modern retailers, and SELIS Centers.
- 50+ D2C channels managed by SELIS.



## Aftermarket

- Service on Wheels: on-demand mechanics to serve customers at home.



## Customer

- IOT enables Big Data Analytics to customers' need.

## Future Plans

- Patented and customized design for SELIS.
- Cooperating / acquiring design house / established brands to spur product innovation.
- Local content reach 40% in 2022, the leader in this industry.

- Acquisition on smaller scale companies that supports the value chain.
- Invest in Battery pack manufacturing line to gain competitive advantage in the market.

- Quickly expand D2C channels across Indonesia.
- Build more DCs (Distribution Centers) in major cities.

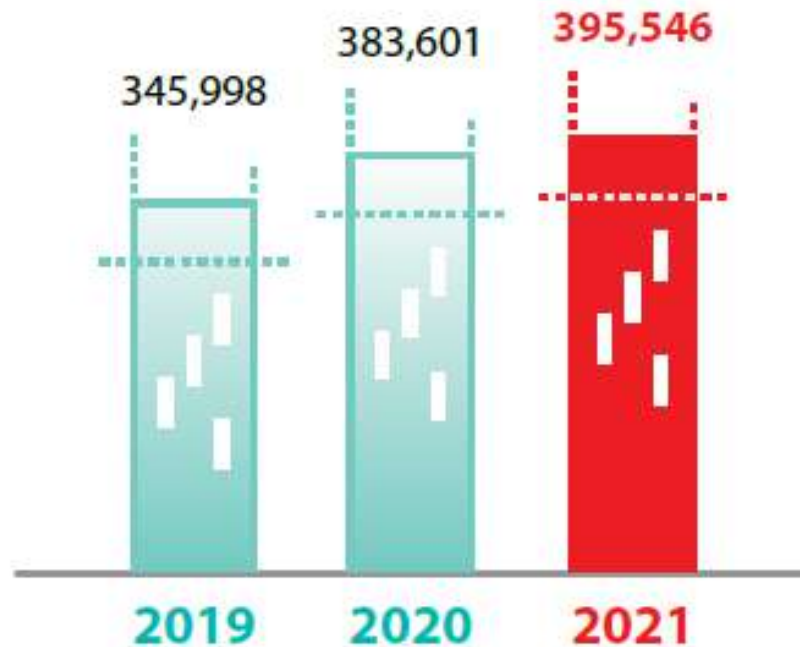
- Proliferation of D2C channels will ensure customers to get first handling on complaints.
- Data-centric feedback on future product developments.

- Higher customer Lifetime value.
- Lower acquisition cost for new customers.



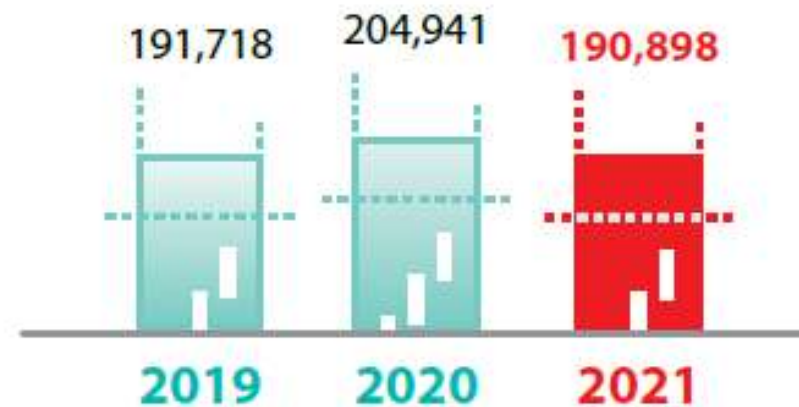
## Total Aset Total Assets

(dalam juta Rupiah / in million Rupiah)



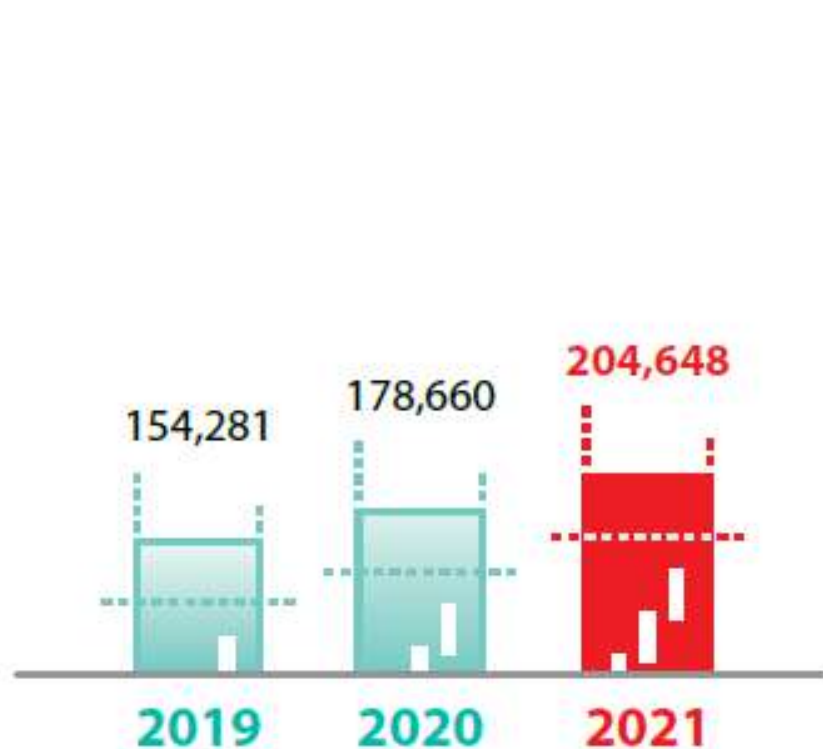
## Total Liabilitas Total Liabilities

(dalam juta Rupiah / in million Rupiah)



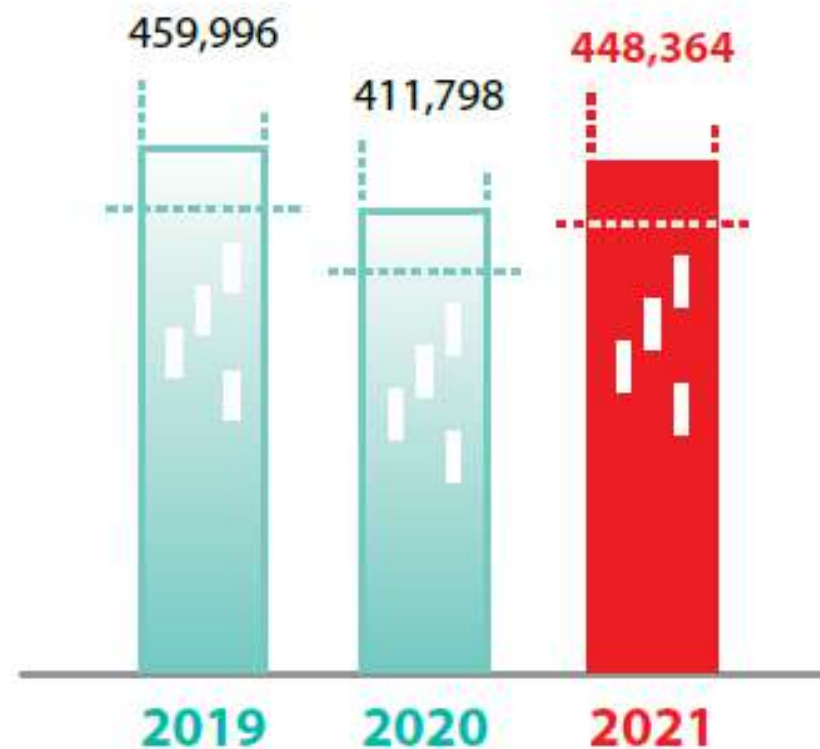
## Total Ekuitas Total Equity

(dalam juta Rupiah / in million Rupiah)



## Penjualan Sales

(dalam juta Rupiah / in million Rupiah)



	2021	2020
Total Aset Lancar	332,417	316,536
Total Aset Tidak Lancar	63,129	67,066
<b>Total Aset</b>	<b>395,546</b>	<b>383,601</b>
Total Liabilitas Jangka Pendek	135,103	168,098
Total Liabilitas Jangka Panjang	55,795	36,843
<b>Total Liabilitas</b>	<b>190,898</b>	<b>204,941</b>
<b>Total Ekuitas</b>	<b>204,648</b>	<b>178,660</b>
<b>Total Liabilitas dan Ekuitas</b>	<b>395,546</b>	<b>383,601</b>



# LABA RUGI KONSOLIDASI

	2021	2020
Penjualan	448,364	411,798
Harga Pokok Penjualan	(381,818)	(341,020)
<b>Laba Kotor</b>	<b>66,545</b>	<b>70,779</b>
Beban Penjualan	(3,308)	(5,209)
Beban Umum dan Administrasi	(15,833)	(14,945)
Beban Keuangan	(15,243)	(15,074)
Manfaat (Beban) Lain-Lain	486	(2,851)
<b>Laba Sebelum Pajak Penghasilan</b>	<b>32,647</b>	<b>32,700</b>
Beban Pajak Penghasilan	(7,402)	(6,203)
<b>Laba yang Dapat Diatribusikan kepada:</b>	<b>25,246</b>	<b>26,497</b>
Pemilik Entitas Induk	25,183	26,465
Kepentingan Nonpengendali	62	32
Penghasilan (Rugi) Komprehensif Lain	742	(617)
<b>Jumlah Laba Komprehensif yang Dapat Diatribusikan kepada:</b>	<b>25,987</b>	<b>25,880</b>
Pemilik Entitas Induk	25,920	25,852
Kepentingan Nonpengendali	67	27
<b>Laba Bersih per Saham Dasar (Rupiah Penuh)</b>	<b>12.59</b>	13.23



(dalam Rp)

<b>URAIAN</b>	<b>Per MARET 2022</b>
<b>TOTAL ASSETS</b>	398.944.763.185
<b>TOTAL LIABILITAS</b>	187.337.901.976
<b>TOTAL EKUITAS</b>	211.606.861.210
<b>TOTAL PENJUALAN</b>	108.302.081.558
<b>LABA TAHUN BERJALAN</b>	6.848.000.837



Uraian	Proyeksi 2022 Projection for 2022	Description
<b>Kinerja Operasional berdasarkan Segmen Operasi / Operational Performance by Operating Segment</b>		
Komponen Elektronik	281,795	Electronic Components
Sepeda Listrik	188,987	Electric Bicycles
<b>Kinerja Keuangan / Financial Performance</b>		
Penjualan	470,782	Sales
Laba Sebelum Pajak Penghasilan	34,279	Profit Before Income Tax
Laba Tahun Berjalan	26,507	Income for the Year
<b>Struktur Permodalan / Capital Structure</b>		
Rasio <i>Gearing</i> (%)	0.74	Gearing Ratio (%)

# TERIMA KASIH



**PT Gaya Abadi Sempurna Tbk**  
Jl. Raya Serang Km 29, Kampung ilat No 8  
Gembong, Balaraja, Tangerang, Banten  
Email. [Corporate@gaya-slis.com](mailto:Corporate@gaya-slis.com)