



GAS
PT GAYA ABADI SEMPURNA TBK

SELIS

Public Expose

PT Gaya Abadi Sempurna Tbk

Kamis, 22 Juni 2023 - Hotel Santika Kelapa Gading, Jakarta

JAJARAN KOMISARIS & DIREKSI



Tjoa King Hoa
Komisaris Utama



Budi Setiyadi
Komisaris Independen



Edi Hanafiah Kwanto
Direktur Utama



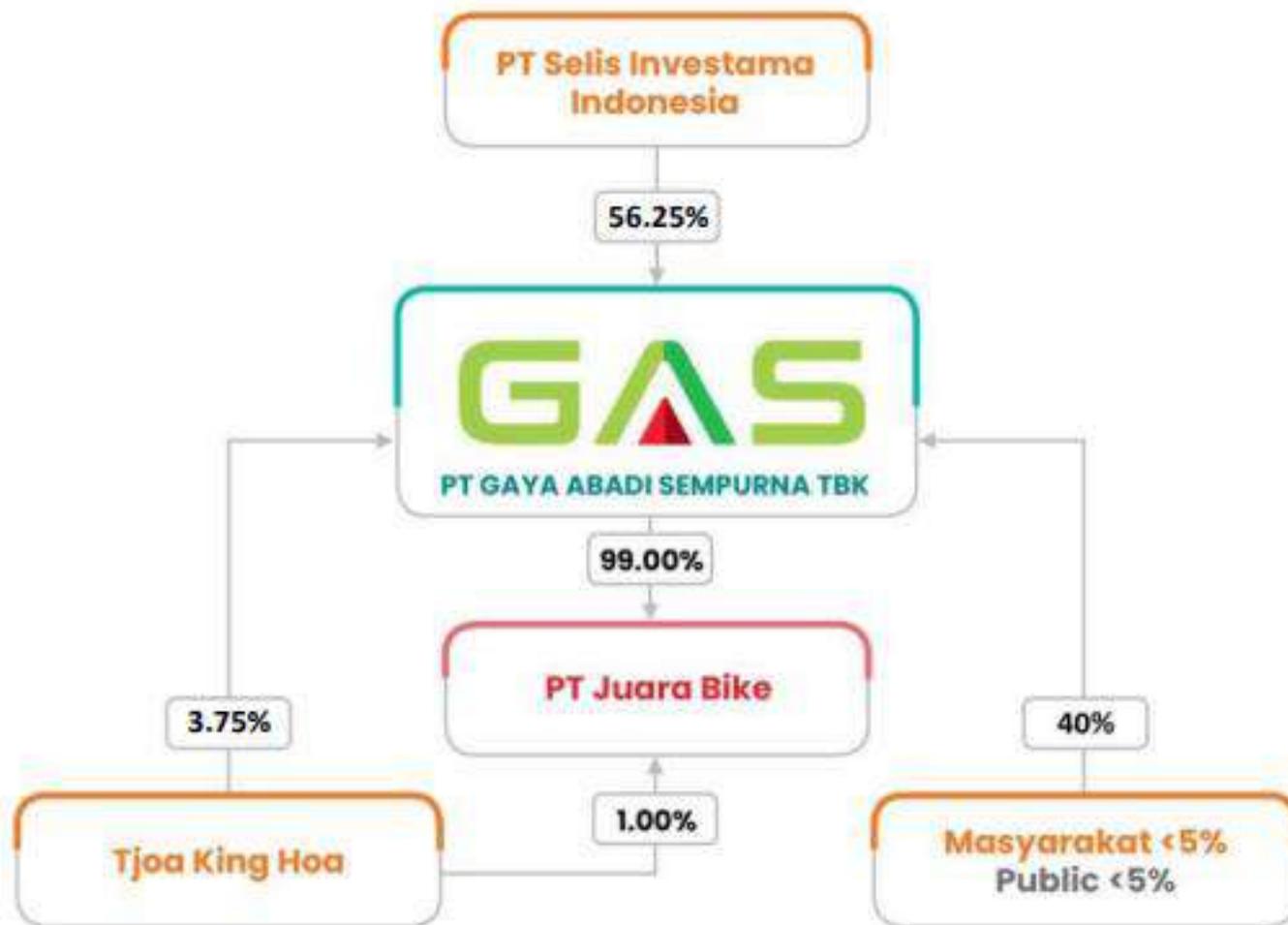
Wilson Ng
Direktur Keuangan



Wilson Teoh
Direktur Operasional



Strong Corporate Structure



PERISTIWA PENTING 2022



22 Juli / July 2022

Perseroan mengadakan RUPS Tahunan di Selis Centre Kelapa Gading, Jl. Raya Kelapa Gading Permai Blok A No. 8-9, Jakarta Utara.

The Company held an Annual GMS at Selis Center Kelapa Gading, Jl. Raya Kelapa Gading Permai Block A No. 8-9, North Jakarta.

22 Juli / July 2022

Perseroan mengadakan Paparan Publik 2022 di Selis Centre Kelapa Gading, Jl. Raya Kelapa Gading Permai Blok A No. 8-9, Jakarta Utara.

The Company held the 2022 Public Expose at Selis Center Kelapa Gading, Jl. Raya Kelapa Gading Permai Block A No. 8-9, North Jakarta.



23 Desember 2022 / December 2022

Melakukan penandatanganan *Memorandum of Understanding (MoU)* dengan PT VKTR Teknologi Mobilitas.

Signed a *Memorandum of Understanding (MoU)* with PT VKTR Teknologi Mobilitas.

SERTIFIKAT



Bulan Pengguna Angkutan Umum dan Sepeda dalam Rangka Hari Ulang Tahun Republik Indonesia dan Hari Perhubungan Nasional 2022

Public Transport and Bicycle Users Month in the Commemoration of the Independence Day of the Republic of Indonesia and 2022 National Transportation Day

Tanggal / Date
17 September 2022

Penyelenggara / Organizer
Dinas Perhubungan Provinsi DKI Jakarta
DKI Jakarta Provincial Transportation Agency

Penerima / Recipient
PT Selis Retail Indonesia



IIMS Motorbike Expo - Best Electric New Comer

Tanggal / Date
9-11 Desember 2022
9-11 December 2022

Penyelenggara / Organizer
Indonesia International Motor Show

Penerima / Recipient
PT Juara Bike

SERTIFIKAT



Telkomsel Indonesia International Motor Show

Tanggal / Date
31 Maret-10 April 2022
31 March-10 April 2022

Penyelenggara / Organizer
PT Dyandra Promosindo dan Telkomsel

Penerima / Recipient
PT Juara Bike



2022 Jakarta E-Prix

Tanggal / Date
4 Juni 2022
4 June 2022

Penyelenggara / Organizer
PT Jakarta Propertindo (Perseroda)

Penerima / Recipient
PT Selis Retail Indonesia



Periklindo Electric Vehicle Show

Tanggal / Date
22-31 Juli 2022
22-31 July 2022

Penyelenggara / Organizer
PT Dyandra Promosindo

Penerima / Recipient
PT Selis Retail Indonesia



Gaikindo Indonesia International Auto Show

Tanggal / Date
11-21 Agustus 2022
11-21 August 2022

Penyelenggara / Organizer
Gabungan Industri Kendaraan Bermotor Indonesia
(Gaikindo)
The Association of Indonesia Automotive Industries

Penerima / Recipient
PT Juara Bike

SERTIFIKAT



Sertifikasi Laik Operasi No. 4366.571.8.3603.JA20.19
Commissioning Certificate No. 4366.571.8.3603.JA20.19

Masa Berlaku / Validity Period
27 Mei 2019-27 Mei 2034
27 May 2019-27 May 2034

Penerima / Recipient
PT Juara Bike

Penyelenggara / Organizer
PT Serkolinas Aman Nusantara
Kantor Pelayanan Wikayah Banten
Unit Pelayanan Tangerang



Uji Tipe Kendaraan Bermotor
No. KP.1364/AJ.502/DRJD/2019
Motor Vehicle Type Test No. KP.1364/AJ.502/DRJD/2019

Masa Berlaku / Validity Period
Tidak Ada Masa Berlaku
No Validity Period

Penerima / Recipient
PT Juara Bike

Penyelenggara / Organizer
Balai Pengujian Laik Jalan dan Sertifikasi Kendaraan
Bermotor Bekasi



SNI ISO 9001:2015
Design and Manufacture of Bicycle and Tricycle,
Design and Manufacture of Parts and Accessories of
Bicycle, Tricycle, 2W and 4W

Masa Berlaku / Validity Period
24 Agustus 2021-23 Agustus 2024
24 August 2021-23 August 2024

Penerima / Recipient
PT Juara Bike

Penyelenggara / Organizer
International Certification Service Management
Indonesia



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

PERISTIWA PENTING 2023



SELIS & MURI

SELIS mencatatkan Rekor MURI pada Produk SELIS EMAX Long Range dengan jarak tempuh 280 km dalam 1 kali charge bersama dengan Sentra Mitra



SELIS & DNA Motors

SELIS Bawa Motor Listrik Powerfull 7.200 Watt dengan Teknologi Pendinginan bersama dengan DNA Motors



SELIS & DISHUB DKI

SELIS bekerja sama dengan DISHUB DKI Jakarta dalam penyediaan kendaraan Motor Listrik sebanyak 186 unit

PERISTIWA PENTING 2023



TKDN SELIS AGATS

SELIS berhasil mencatatkan nilai TKDN sebesar **53.37%** untuk tipe Motor Listrik **AGATS**



TKDN SELIS GO PLUS

SELIS berhasil mencatatkan nilai TKDN sebesar **52.01%** untuk tipe Motor Listrik **GOPLUS**

PERISTIWA PENTING 2023



PRJ 2023

SELIS turut serta dalam event Pekan Raya Jakarta 2023, yang berlangsung pada 14 Juni- 12 Juli 2023.



BANTUAN PEMERINTAH

SELIS berhasil mendapatkan Bantuan Pemerintah dalam pembelian KBLBB senilai Rp 7 juta pada awal Juni 2023

PRODUK

E-Moped



MURAI



MANDALIKA



BUTTERFLY TRIKE



RINJANI



WALET



AOI (ART OF INDONESIA)



KENARI

E-Bike



E2E PRO CARRIER



SWAN



STORM



TORNADO



ROADMASTER 1.0



ROADMASTER 2.0



SOE (SPIRIT OF INDONESIA)



IOE (INNOVATION OF INDONESIA)



IOE PRO



EOE (ENERGY OF INDONESIA)

E-Motor



BROMO



NEW BALEK



E-MAX BATTERY
SLA



E-MAX SINGLE
BATTERY LITHIUM



AGATS



EAGLE PRIZ



JALAK PRID



GO PLUS



NEO SCOOTIC

PRODUK

Personal Mobility Device (PMD)



KID SCOOTER



K-BIKE



AUTO-FOLDING

Special Purpose Vehicle (SPV)



NEW ROBIN



WISATA 4 SEAT



WISATA 6 SEAT

Accessories



MID DRIVE



BUS BIKE RACK



PARKING BIKE



WISATA 8 SEAT



PUJASERA



URBAN TRKE

Folding Bike



PGK FOLDING BIKE



CARGO BIKE



KRAKATAU



TOBA



WHEEL CHAIR AP

Financial Highlight

Description	2022	2021	2020	2019	2018
Total Assets	446,033	395,546	383,601	345,998	228,554
Total Liabilities	200,231	190,898	204,941	191,718	175,932
Total Equity	245,801	204,648	178,660	154,281	52,622
Sales	487,152	448,364	411,798	459,996	294,680
Cost of Goods Sold	(408,009)	(381,818)	(341,020)	(383,466)	(237,307)
Gross Profit	79,142	66,545	70,779	76,530	57,373
Profit Before Income Tax	54,410	32,647	32,700	40,474	29,414
Net Income	42,340	25,246	26,497	29,515	20,758
Current Ratio	3.22x	2.46x	1.88x	2.02 x	1.68 x
Quick Ratio	2.05x	1.25x	0.89x	1.06 x	0.62 x
Gross Profit Margin	16.25%	14.84%	17.19%	16.64%	19.47%
Profit Margin Before Interest, Tax,	7.73%	3.97%	3.85%	1.65%	15.08%
Return on Assets	9.45%	6.38%	6.91%	8.53%	9.08%
Return on Equity	17.21%	12.34%	14.83%	19.13%	39.45%
Return on Sales	8.66%	5.63%	6.43%	6.42%	7.04%

IKTHISAR KEUANGAN

(dalam Rp)

URAIAN	Per MARET 2023
TOTAL ASSETS	451.121.616.681
TOTAL LIABILITAS	197.852.454.961
TOTAL EKUITAS	253.269.161.721
TOTAL PENJUALAN	104.753.025.716
LABA TAHUN BERJALAN	7.171.179.573

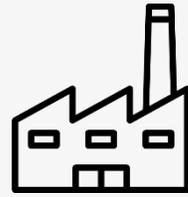
PROYEKSI

Uraian	Proyeksi 2023 Projection for 2023
Kinerja Keuangan / Financial Performance	
Penjualan	706,617
Laba Sebelum Pajak Penghasilan	82,888
Laba Tahun Berjalan	64,886
Struktur Permodalan / Financial Performance	
Rasio <i>Gearing</i> (%)	54.13



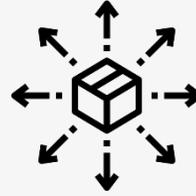
SCM

- 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.

TERIMA KASIH

