

MARKET SHARE

	Full Year 2019				Year to September 30, 2020			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	331,797	-6%	27,479	-2%	110,863	-55%	10,662	-50%
Daihatsu	177,284	-13%	14,958	-20%	69,182	-48%	7,161	-38%
BMW	2,500	6%	707	-25%	1,388	-26%	467	-16%
Isuzu	25,270	-3%	560	11%	10,899	-38%	177	-59%
TOTAL NEW CARS	1,030,126	-11%	43,704	-10%	372,046	-51%	18,467	-45%
Honda Motorcycles*	4,910,688	3%	240,597	-3%	1,981,026	-40%	101,163	-45%
TOTAL NEW MOTORCYCLES*	6,487,460	2%	240,597	-3%	2,495,801	-43%	101,163	-45%

Note:

*2020 national motorcycle data is up to Aug-20, as Sep-20 detail data by brand is not available

GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion rupiah)

Net Revenue**

Toyota

Daihatsu

BMW

Isuzu

Honda Motorcycles

Used Cars

Profit Attributable to Shareholders

2018	2019
12,581	12,102
5,822	5,754
2,254	1,840
793	693
157	186
3,543	3,574
12	55
297	313

Q3 19 YTD*	Q3 20 YTD*
9,359	5,578
4,524	2,495
1,401	923
525	462
151	50
2,726	1,606
32	42
245	137

* Unaudited

** Includes showrooms & workshops

TUNAS RENT

(billion rupiah, except for units)
Rental Units
Revenue
Operations
Disposals
EBITDA
Profit Attributable to Shareholders

2018	2019
8,634	8,299
822	898
636	664
186	234
364	370
66	52

Q3 19 YTD*	Q3 20 YTD*
7,834	7,525
672	603
497	436
175	167
279	249
40	18

* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)		2018	2019	Q3 19 YTD*	Q3 20 YTD*
Mandiri Tunas Finance @ 100%					
Revenue		3,120	3,440	2,539	1,993
Net Profit		403	445	300	(54)
Tunas Share of Net Profit		198	218	147	(26)
New Lending		26,991	28,780	20,790	12,256
New Cars		22,113	21,339	15,430	8,798
Used Cars		1,207	1,968	1,391	1,003
Motorcycle and other		3,672	5,473	3,969	2,456
Consumer Financing Receivables		12,629	13,549	15,552	13,045
Finance Lease Receivables		3,319	3,047	2,835	3,242
Factoring Receivables		11	115	108	155

* **Unaudited**

GROUP PROFIT AND LOSS**(billion rupiah)**

Revenue

Profit Attributable to Shareholders

EBITDA

2018**2019****Q3 19 YTD*****Q3 20 YTD***

13,404

13,000

10,031

6,181

560

583

433

128

1,009

1,088

803

437

Financial Ratios

Average ROE Attributable to Shareholders

Average ROA

EPS (Rp)

Dividend per Share

Interim (Rp)

Final (Rp)

16.8%

15.6%

15.6%

4.3%

9.7%

9.5%

9.5%

2.8%

100

104

78

23

8.0

8.0

-

-

22.0

18.0

-

-

*** Unaudited**

GROUP FINANCIAL POSITION

(billion rupiah)	2018	2019	Q3 19 YTD*	Q3 20 YTD*
Current Assets	2,381	2,416	2,426	1,955
Fixed Assets - Net	2,321	2,415	2,321	2,338
Total Assets	6,036	6,293	6,171	5,757
Current Liabilities	1,642	1,644	1,555	1,109
Non-Current Liabilities	839	699	757	662
Equity Attributable to Shareholders	3,545	3,939	3,847	3,976

* **Unaudited**

NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	HONDA**	RENT***	ISUZU
DKI Jakarta	10	4	7	1	3	2
West Java/Banten	12	3	9	8	4	-
Lampung	1	-	1	30	-	-
Other Sumatera	-	-	3	30	3	-
Kalimantan	-	-	-	6	2	-
Sulawesi	-	-	-	9	1	-
Others	-	-	-	7	3	-
Total	23	7	20	91	16	2

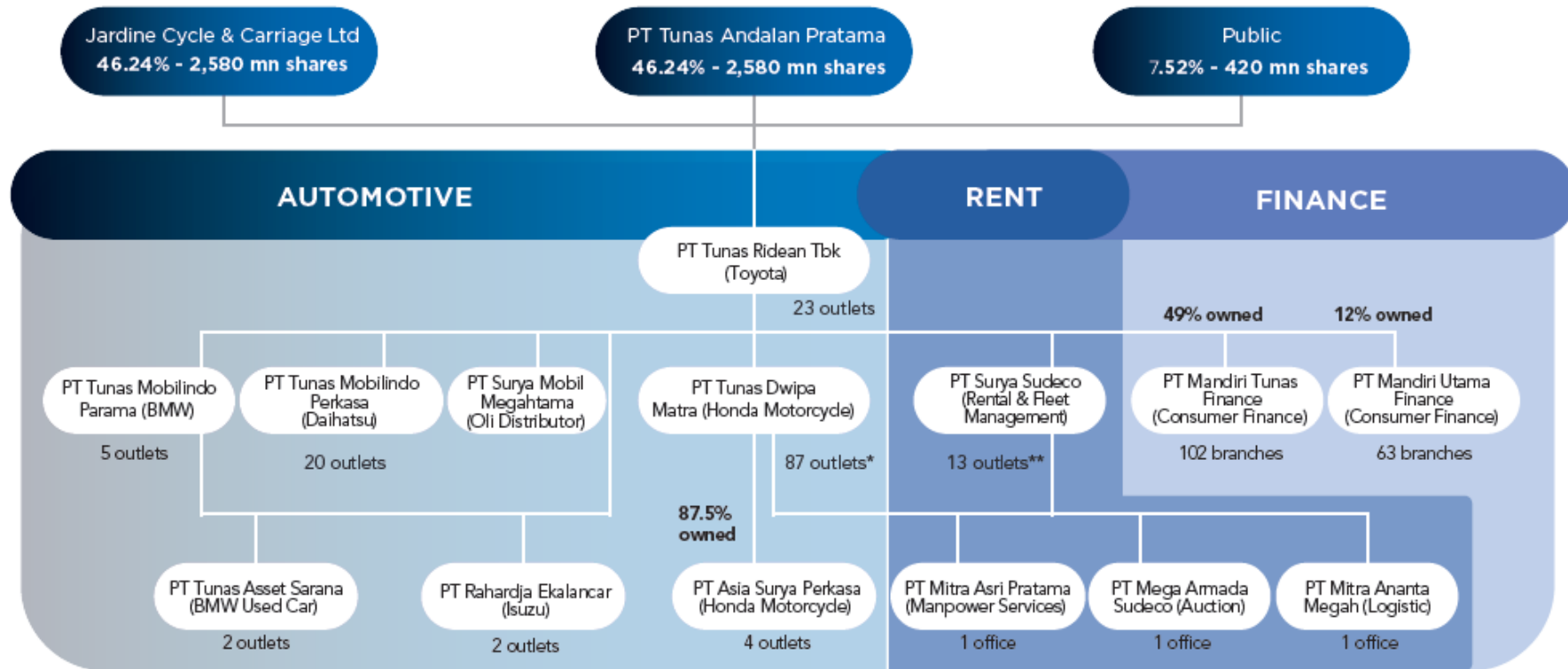
*Including Used Car

**Including Major Outlets

***Including Service Points

Total : 159

GROUP STRUCTURE



as of 30 September 2020

*Including Sales Points

**Including Service Points, Fleet Drivers & Auction