

MARKET SHARE

	Full Year 2019				Year to June 30, 2020			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	331,797	-6%	27,479	-2%	81,816	-47%	8,363	-42%
Daihatsu	177,284	-13%	14,958	-20%	49,774	-43%	5,431	-35%
BMW	2,500	6%	707	-25%	847	-18%	302	-16%
Isuzu	25,270	-3%	560	11%	7,107	-37%	138	-52%
TOTAL NEW CARS	1,030,126	-11%	43,704	-10%	260,933	-46%	14,234	-39%
Honda Motorcycles	4,910,688	3%	240,597	-3%	N/A	N/A	69,603	-43%
TOTAL NEW MOTORCYCLES	6,487,460	2%	240,597	-3%	1,886,489	-42%	69,603	-43%

Note:

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

1H 19 YTD*	1H 20 YTD*
6,333	4,047
3,104	1,922
1,007	693
315	282
97	38
1,787	1,087
23	25
180	97

* 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

1H 19 YTD*	1H 20 YTD*
8,036	7,844
450	410
332	304
117	106
190	172
30	15

*** Unaudited**

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)

Mandiri Tunas Finance @ 100%

Revenue

Net Profit

Tunas Share of Net Profit

New Lending

New Cars

Used Cars

Motorcycle and other

Consumer Financing Receivables

Finance Lease Receivables

Factoring Receivables

2018	2019
3,120	3,440
403	445
198	218
26,991	28,780
22,113	21,339
1,207	1,968
3,672	5,473
12,629	13,549
3,319	3,047
11	115

1H 19 YTD*	1H 20 YTD*
1,644	1,473
201	(11)
98	(5)
13,543	8,842
10,235	6,054
915	693
2,393	2,095
15,208	12,442
2,937	3,237
82	151

*** Unaudited**

GROUP PROFIT AND LOSS

(billion rupiah)	2018	2019	1H 19 YTD*	1H 20 YTD*
Revenue	13,404	13,000	6,783	4,457
Profit Attributable to Shareholders	560	583	309	107
EBITDA	1,009	1,088	558	319
Financial Ratios				
Average ROE Attributable to Shareholders	16.8%	15.6%	17.0%	5.4%
Average ROA	9.7%	9.5%	10.0%	3.6%
EPS (Rp)	100	104	55	19
Dividend per Share				
Interim (Rp)	8.0	8.0	-	-
Final (Rp)	22.0	18.0	-	-

* Unaudited

GROUP FINANCIAL POSITION**(billion rupiah)**

Current Assets

Fixed Assets - Net

Total Assets

Current Liabilities

Non-Current Liabilities

Equity Attributable to Shareholders

2018	2019
2,381	2,416
2,321	2,415
6,036	6,293
1,642	1,644
839	699
3,545	3,939

1H 19 YTD*	1H 20 YTD*
2,571	1,934
2,316	2,381
6,298	5,749
1,770	993
792	695
3,725	4,051

*** 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

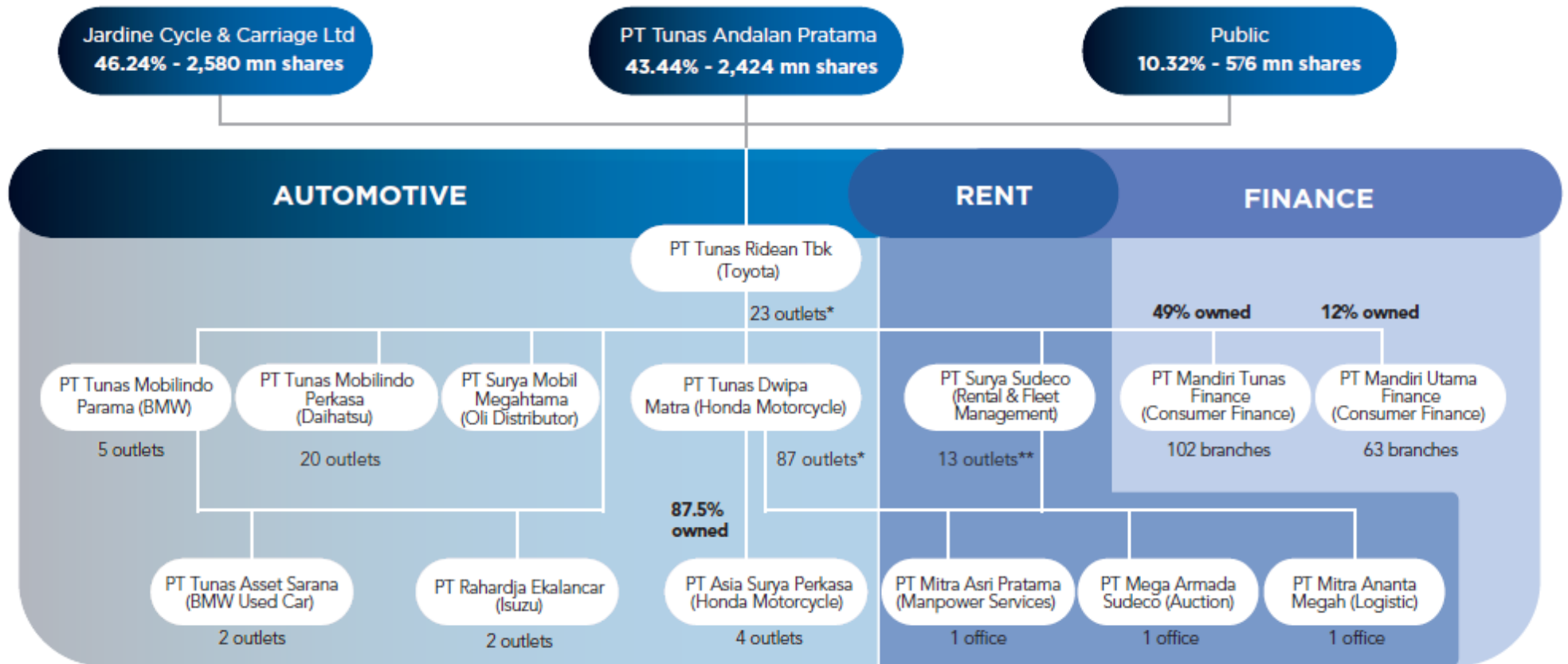
*Including Used Car

**Including Major Outlets

***Including Service Points

Total : 159

GROUP STRUCTURE



as of 30 June 2020

*Including Sales Points

**Including Service Points, Fleet Drivers & Auction