

GROUP PROFIT AND LOSS

(billion rupiah)	2015	2016	1H 16 YTD*	1H 17 YTD*
Revenue	10,157	12,454	6,255	6,713
Profit Attributable to Shareholders	291	552	290	221
EBITDA	702	1,031	536	417
FINANCIAL RATIOS				
Average ROE Attributable to Shareholders	12.9%	21.3%	23.4%	15.4%
Average ROA	7.0%	11.8%	13.1%	8.7%
EPS (Rp)	52	99	52	40
Dividend per Share				
Interim (Rp)	4.0	10.0	-	-
Final (Rp)	12.0	20.0	-	-

* Unaudited

GROUP FINANCIAL POSTION

(billion rupiah)	2015**	2016	1H 16 YTD*	1H 17 YTD*
Current Assets	1,896	2,180	2,019	2,309
Fixed Assets - Net	1,784	1,885	1,751	1,964
Total Assets	4,362	4,978	4,530	5,173
Current Liabilities	1,374	1,669	1,337	1,730
Non-Current Liabilities	607	486	588	507
Equity Attributable to Shareholders	2,372	2,814	2,597	2,927

* Unaudited

** Reclassified

Operational Office

Jl. Raya Pasar Minggu No. 7	Hotline (62 21) 798 7070	info@TunasGroup.com
Jakarta 12740 Indonesia	SMS (62) 8189 88627	www.TunasGroup.com
Tel. (62 21) 794 4788		
Fax. (62 21) 799 5621		



ABOUT THE GROUP

1967

Established by Anton Setiawan in Jakarta.

1967-1974

Importer & Retailer of Fiat, Holden & Mercedes Benz, Peugeot & Honda motorcycles.

1974

Authorised dealer for Toyota, Daihatsu, BMW, Peugeot & Honda motorcycles.

1985

Tunas Finance established.

1995

PT Tunas Ridean listed on JSX with Jardine Motors (held by Jardine Cycle & Carriage taking a 25% stake).

1999

Tunas Rental established.

2001 & 2003

Awarded Best Listed Company in Trade Sector by Investor Magazine.

2004

Awarded National Best Toyota Dealer for Customer Satisfaction.

2005

- Awarded Toyota Best Mechanic, Best Branch Manager & Best After Sales Service for Customer Satisfaction in Indonesia.

2006

- Awarded 1st and 3rd Best Daihatsu Mechanic.
- Anton Setiawan awarded Ernst & Young Entrepreneurship Lifetime Achievement Award.

2007

- Awarded Best Sales & After Sales categories by BMW, Toyota & Daihatsu.
- Tunas Finance awarded Golden Award for Services Quality by Marketing Magazine and Carre.

2008

- Awarded Best Listed Company in Trade Sector by Investor Magazine for the 3rd time.
- Awarded Best Sales & After Sales categories by Toyota & Daihatsu.
- Tunas Finance awarded 1st Best Multifinance Company 2008 by Investor Magazine in the Rp 2-4 trillion assets category.
- Tunas Rental achieved ISO 9001:2000 certification.

2009

- Sold 51% interest of PT Mandiri Tunas Finance (previously PT Tunas Financindo Sarana) to PT Bank Mandiri (Persero) Tbk.
- Ranked 1st among The Best Public Companies Based on RWAtm (Relative Wealth Added) for Retailing category by SWA Magazine.
- Awarded Best Small-Cap in Asia's Best Companies Poll by Finance Asia Magazine.
- Awarded Best Sales & After Sales categories by BMW, Toyota and Daihatsu.
- Tunas Toyota awarded 1st Best Mechanic General Repair 2009 by Auto2000.

2010

- Named in SWA 100: Indonesia Best Public Companies 2010, based on WAItm (Wealth Added Index) by Stern Stewart & Co by SWA Magazine.
- Named 60th Biggest Company and 40th Fastest-Growing Company in Indonesia by Fortune Indonesia Magazine.
- Awarded Best Sales & After Sales categories by Toyota Daihatsu, BMW and Honda Motorcycle.

2011

- Won national awards in Sales and After Sales categories from Toyota, Daihatsu and Honda Motorcycle.
- Numerous industry awards follow annually.

2012

Acquired PT Rahardja Ekalancar (Isuzu Dealer).

2013

- Tunas Daihatsu won national Best Dealer Outlet award for third year in a row.
- Won overall second out of 29 main dealers in national Honda Motorcycle frontline service contest.
- Established PT Mitra Asri Pratama (Driver Services).

2014

- Won National Awards in Sales and After-Sales categories from Toyota, Daihatsu and Honda Motor.
- Won The Best Outlet National from Tunas Daihatsu.
- Established PT Asia Surya Perkasa (Main Dealer Honda in Bangka Belitung).

2015

- Won 1st place in the Best Service Advisor in Honda Technical Skill Contest.
- Won 1st place in the Best Sales Supervisor in Toyota Dealer People Award.
- Won 1st place in the Best Customer Service Dealer Outlet in Daihatsu National Conference.
- Invested in a minority stake (12%) in PT Mandiri Utama Finance.

2016

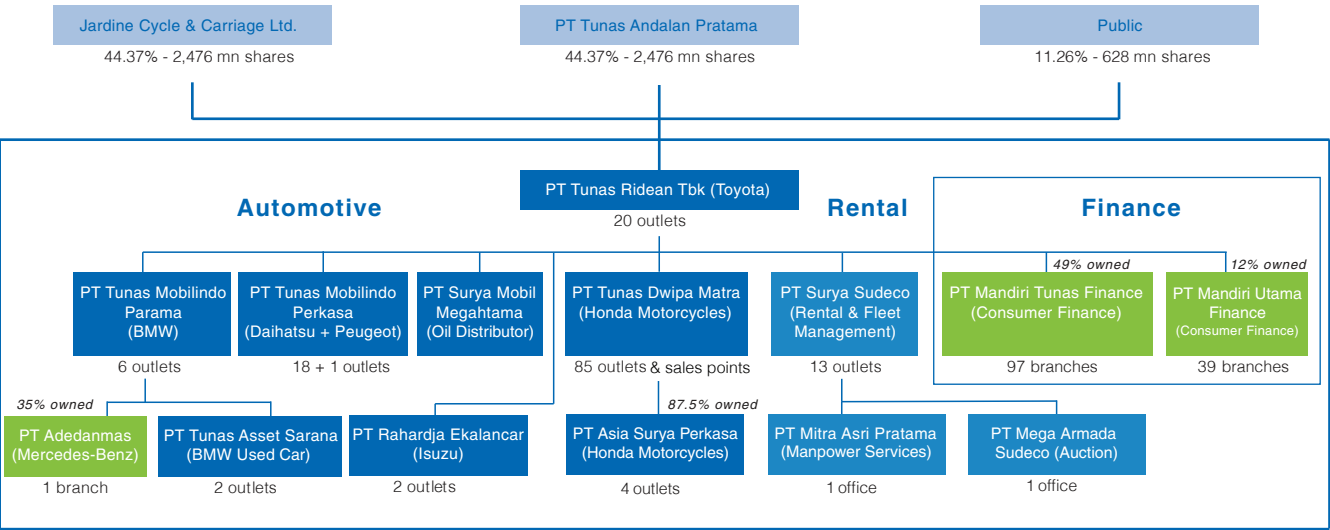
- Won 1st place in the Front Line People from Honda.
- Awarded Best Sales, After-Sales, and Front Line categories by Toyota, Daihatsu, BMW, Isuzu and Honda Motor.
- Tunas Daihatsu won Bronze medal on ASEAN Skills Competition category Automobile Technology (Mechanic).
- Tunas Dwipa Matra won Platinum Medal Best of the Best Manager based on Indonesia Contact Centre Association (ICCA).

2017

- TOP Emiten Midcap - The IICD CG Appreciation by Indonesia Institute For Corporate Directorship (IICD).
- Indonesia TOP 100 Most Valuable Brand 2017 base on valuation by Brand Finance Asia Pasific & SWA Magazine.

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 153 outlets.

GROUP STRUCTURE



NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	PEUGEOT	HONDA*	RENTAL**	ISUZU
DKI Jakarta	10	5	7	1	1	2	2
West Java/Banten	9	3	8	-	8	4	-
Lampung	1	-	1	-	31	-	-
Other Sumatera	-	-	2	-	27	3	-
Kalimantan	-	-	-	-	6	2	-
Sulawesi	-	-	-	-	9	1	-
Other	-	-	-	-	7	3	-
TOTAL	20	8	18	1	89	15	2
						TOTAL :	153

* Including Major Outlets
** Including Service Points

MARKET SHARE

	Full Year 2016				Year to June 30, 2017			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	381,570	19%	31,379	25%	195,876	12%	17,196	15%
Daihatsu	189,683	13%	18,375	10%	94,287	5%	9,236	-2%
BMW	2,506	-7%	838	-18%	1,108	-2%	510	20%
Peugeot	41	2%	-	N/M	4	-79%	-	N/M
Isuzu	16,724	-14%	398	-24%	8,167	1%	193	-29%
TOTAL NEW CARS	1,061,735	5%	50,990	17%	533,903	0%	27,135	8%
Honda Motorcycles	4,380,888	-2%	206,343	0%	2,005,944	-7%	105,769	5%
TOTAL NEW MOTORCYCLES	5,931,285	-8%	206,343	0%	2,700,546	-9%	105,769	5%

Note : GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion rupiah)	2015	2016	1H 16 YTD*	1H 17 YTD*
NET REVENUE**	9,541	11,806	5,938	6,396
Toyota	4,385	6,196	3,136	3,430
Daihatsu	1,772	2,125	1,077	1,063
BMW	776	692	359	409
Peugeot	1	1	0	0
Isuzu	114	100	65	56
Honda Motorcycles	2,470	2,674	1,287	1,433
Used Cars	23	18	14	5
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	138	363	196	131

* Unaudited
** Include showrooms and workshops

TUNAS RENTAL

(billion rupiah, except for units)	2015	2016	1H 16 YTD*	1H 17 YTD*
Rental Units	7,637	7,730	7,574	7,772
Revenue	616	647	316	317
Operations	475	493	234	261
Disposals	141	154	82	56
EBITDA	315	336	166	155
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	9	25	12	33

* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2015	2016	1H 16 YTD*	1H 17 YTD*
MANDIRI TUNAS FINANCE @100%				
Revenue	1,988	2,449	1,215	1,261
Net Profit	307	335	167	117
TUNAS SHARE OF NET PROFIT	144	164	82	57
New Lending	17,142	18,630	9,686	9,755
New Cars	16,593	18,342	9,494	9,597
Used Cars	335	215	132	145
Motorcycle and other	214	73	60	13
Consumer Financing Receivables	7,883	9,669	9,248	10,374
Net Investment in Finance Leases	598	830	622	1,407

* Unaudited