

GROUP PROFIT AND LOSS

(billion rupiah)	2015	2016	2017
Revenue	10,157	12,454	12,917
Profit Attributable to Shareholders	291	552	475
EBITDA	702	1,031	893
Financial Ratios			
Average ROE Attributable to Shareholders	12.9%	21.3%	16.0%
Average ROA	7.0%	11.8%	9.1%
EPS (Rp)	52	99	85
Dividend per Share			
Interim (Rp)	4.0	10.0	5.0
Final (Rp)	12.0	20.0	20.0

GROUP FINANCIAL POSTION

(billion rupiah)	2015*	2016*	2017
Current Assets	1,896	2,129	2,262
Fixed Assets - Net	1,784	1,885	2,109
Total Assets	4,362	4,978	5,465
Current Liabilities	1,374	1,636	1,608
Non-Current Liabilities	607	519	719
Equity Attributable to Shareholders	2,372	2,814	3,128

* Reclassified

Operational Office

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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 Rent 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 RWA[™] (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 WAI[™] (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 50 Emiten Midcap - The IICD CG Appreciation by Indonesia Institute For Corporate Directorship (IICD).

- Brand Finance TOP 100 Most Valuable Indonesian Brands 2017 base on valuationby Brand Finance Asia Pasific & SWA Magazine.

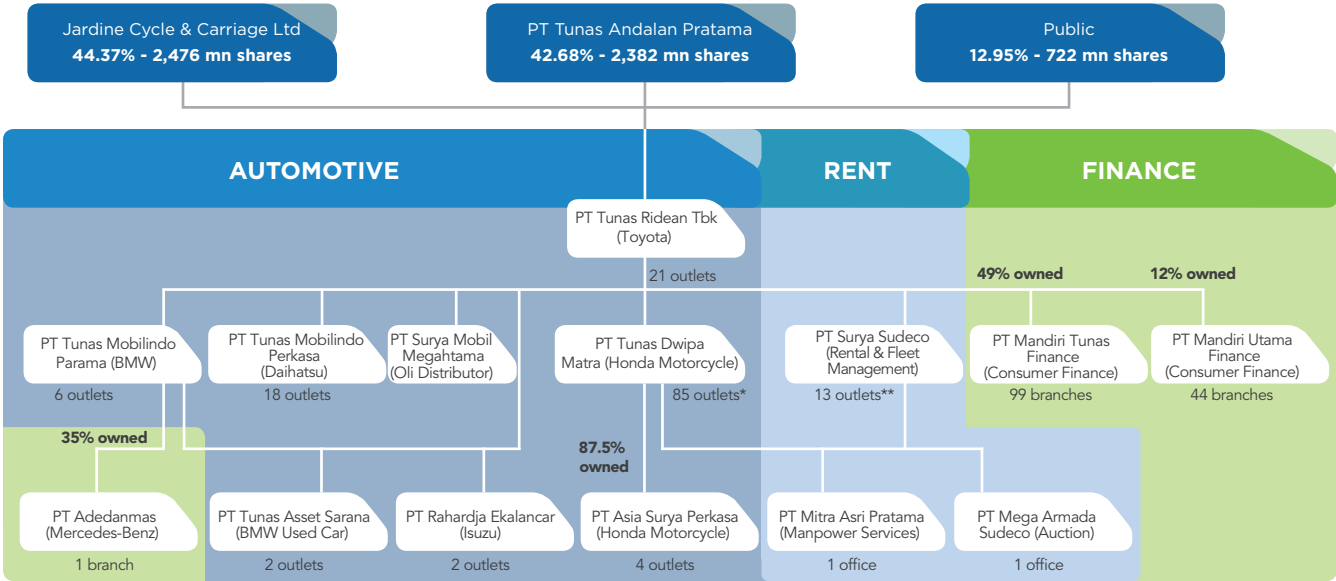
- Best of the Best Awards-The Top 50 Companies for 2017 by Forbes Indonesia.

- Won National Awards in Sales and After-Sales categories from Toyota, Daihatsu, Isuzu and Honda Motor.

2018

- 3rd winner The Best LPD Technical Service - Daihatsu National Technical Skill Contest 2018

GROUP STRUCTURE



As of 31 December 2018

*Including Sales Points

**Including Service Points, Fleet Drivers & Auction

NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	HONDA*	RENT**	ISUZU
DKI Jakarta	10	5	7	1	2	2
West Java/Banten	10	3	8	8	4	-
Lampung	1	-	1	31	-	-
Others Sumatera	-	-	2	27	3	-
Kalimantan	-	-	-	6	2	-
Sulawesi	-	-	-	9	1	-
Others	-	-	-	7	3	-
TOTAL	21	8	18	89	15	2

TOTAL : 153

* Including Major Outlets

** Including Service Points

MARKET SHARE

	Full Year 2016				Full Year 2017			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	381,570	19%	31,379	25%	371,332	-3%	31,105	-1%
Daihatsu	189,683	13%	18,375	10%	186,381	-2%	18,934	3%
BMW	2,506	-7%	838	-18%	2,800	12%	1,094	31%
Peugeot	41	2%	-	N/M	34	-17%	-	N/M
Isuzu	16,724	-14%	398	-24%	20,085	20%	371	-7%
Total New Cars	1,061,735	5%	50,990	17%	1,079,886	2%	51,504	1%
Honda Motorcycles	4,380,888	-2%	206,343	0%	4,385,888	0%	223,276	8%
Total New Motorcycles	5,931,285	-8%	206,343	0%	5,886,103	-1%	223,276	8%

Note : GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion rupiah)	2015	2016	2017
Net Revenue*	9,541	11,806	12,227
Toyota	4,385	6,196	6,041
Daihatsu	1,772	2,125	2,175
BMW	776	692	855
Peugeot	1	1	0
Isuzu	114	100	111
Honda Motorcycles	2,470	2,674	3,037
Used Cars	23	18	8
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	138	363	241

* Include showrooms and workshops

TUNAS RENT

(billion rupiah, except for units)	2015	2016	2017
Rental Units	7,637	7,730	8,350
Revenue	616	647	690
Operations	475	493	556
Disposals	141	154	135
EBITDA	315	336	317
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	9	25	62

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2015	2016	2017
Mandiri Tunas Finance @100%			
Revenue	1,988	2,449	2,738
Net Profit	307	335	350
Tunas Share Of Net Profit	144	164	172
New Lending	17,142	18,630	22,204
New Cars	16,593	18,342	21,791
Used Cars	335	215	382
Motorcycle and other	214	73	32
Consumer Financing Receivables	7,883	9,669	11,181
Net Investment in Finance Leases	598	830	2,357

* Unaudited