

GROUP PROFIT AND LOSS

(billion rupiah)	2017	2018	1Q 18 YTD*	1Q 19 YTD*
Revenue	12,917	13,404	3,526	3,567
Profit Attributable to Shareholders	475	560	141	160
EBITDA	886	1,009	247	285
Financial Ratios				
Average ROE Attributable to Shareholders	16.0%	16.8%	17.6%	17.7%
Average ROA	9.1%	9.7%	10.0%	10.5%
EPS (Rp)	85	100	25	29
Dividend per Share				
Interim (Rp)	5.0	8.0	-	-
Final (Rp)	20.0	22.0	-	-

\* Unaudited

GROUP FINANCIAL POSTION

(billion rupiah)	2017	2018	1Q 18 YTD*	1Q 19 YTD*
Current Assets	2,262	2,381	2,501	2,510
Fixed Assets - Net	2,109	2,321	2,139	2,384
Total Assets	5,465	6,036	5,768	6,203
Current Liabilities	1,608	1,642	1,719	1,654
Non-Current Liabilities	719	839	772	834
Equity Attributable to Shareholders	3,128	3,545	3,267	3,705

\* Unaudited

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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 1<sup>st</sup> and 3<sup>rd</sup> 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 3<sup>rd</sup> time.

- Awarded Best Sales & After Sales categories by Toyota & Daihatsu.

- Tunas Finance awarded 1<sup>st</sup> 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 Finacindo Sarana) to PT Bank Mandiri (Persero) Tbk.

- Ranked 1<sup>st</sup> among The Best Public Companies Based on RWA<sup>tm</sup> (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 1<sup>st</sup> Best Mechanic General Repair 2009 by Auto2000.

2010

- Named in SWA 100: Indonesia Best Public Companies 2010. based on WAI<sup>tm</sup> (Wealth Added Index) by Stern Stewart & Co by SWA Magazine.

- Named 60<sup>th</sup> Biggest Company and 40<sup>th</sup> 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 National Awards in Sales, After-sales service and Front Line categories from Toyota, Honda and Daihatsu.

- Invested in a minority stake (12%) in PT Mandiri Utama Finance.

2016

- Won 1<sup>st</sup> 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 based on valuation by 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.

- Best Public Company Award 2018 by Warta Ekonomi

- Brand Finance TOP 100 Most Valuable Indonesian Brands 2018 based on valuation by Brand Finance Asia Pasific & SWA Magazine.

- 100 Excellent Growth Company Ranks 2018 by Bisnis Indonesia

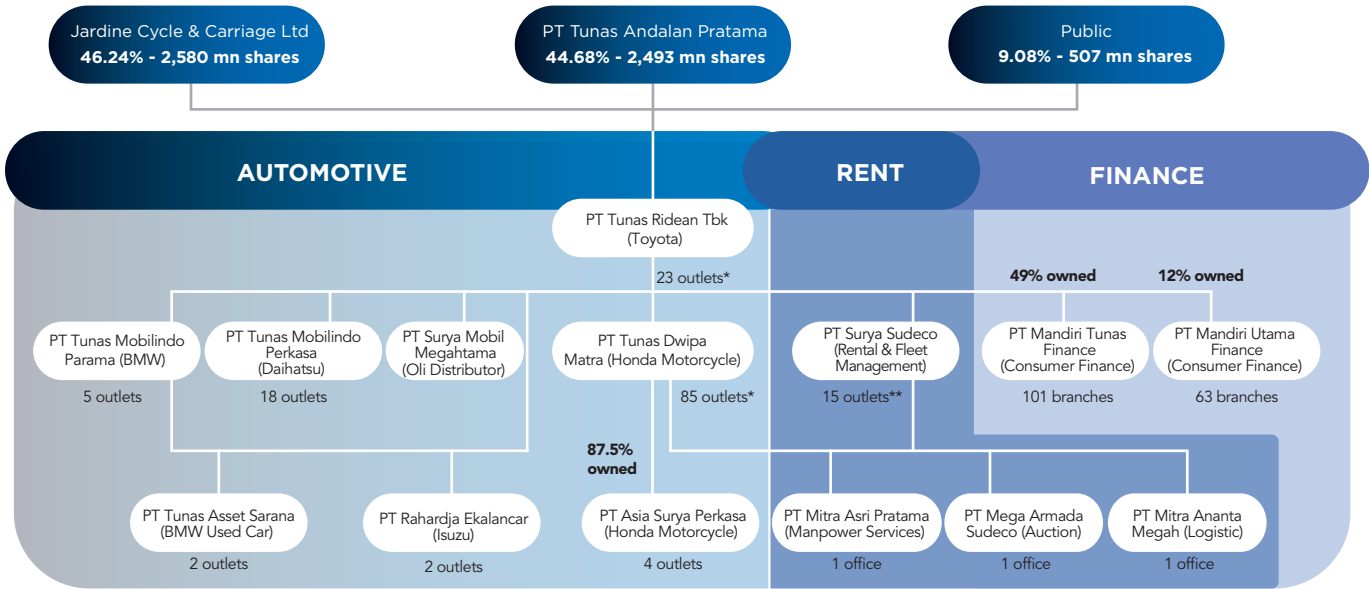
- Infobank 100 Fastest Growing Companies 2018

-Awarded Best Sales, After-Sales, and Front Line categories from Toyota.

Today, Tunas Group is the largest and only listed independent automotive retail group in Indonesia with 157 outlets.



GROUP STRUCTURE



As of 31 March 2019

\*Including Sales Points

\*\*Including Service Points, Fleet Drivers & Auction

NUMBER OF BRANCHES BY GEOGRAPHY

	TOYOTA	BMW*	DAIHATSU	HONDA*	RENT**	ISUZU
DKI Jakarta	10	4	7	1	3	2
West Java/Banten	12	3	8	8	6	-
Lampung	1	-	1	31	-	-
Others Sumatera	-	-	2	27	3	-
Kalimantan	-	-	-	6	2	-
Sulawesi	-	-	-	9	1	-
Others	-	-	-	7	3	-
TOTAL	23	7	18	89	18	2

\* Including Major Outlets

\*\* Including Service Points

TOTAL : 157

MARKET SHARE

	Full Year 2018				Year to March 31, 2019			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	352,161	-5%	28,116	-10%	77,266	-9%	7,680	-2%
Daihatsu	202,738	9%	18,762	-1%	50,699	-2%	4,821	-11%
BMW	2,360	-16%	942	-14%	550	-3%	206	-38%
Peugeot	139	309%	2	N/M	23	21%	-	N/M
Isuzu	26,098	30%	504	36%	5,960	10%	137	21%
Total New Cars	1,151,291	7%	48,326	-6%	253,863	-13%	12,844	-7%
Honda Motorcycles	4,759,199	9%	248,857	11%	1,275,486	19%	56,846	10%
Total New Motorcycles	6,383,108	8%	248,857	11%	1,681,454	15%	56,846	10%

Note : GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion rupiah)	2017	2018	1Q 18 YTD*	1Q 19 YTD*
Net Revenue**	12,227	12,581	3,330	3,345
Toyota	6,041	5,822	1,655	1,713
Daihatsu	2,175	2,254	658	589
BMW	855	793	259	174
Peugeot	0	0	0	0
Isuzu	111	157	32	47
Honda Motorcycles	3,037	3,543	724	813
Used Cars	8	12	2	9
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	241	297	76	96

\* Unaudited

\*\* Include showrooms and workshops

TUNAS RENT

(billion rupiah, except for units)	2017	2018	1Q 18 YTD*	1Q 19 YTD*
Rental Units	8,350	8,634	8,361	8,224
Revenue	690	822	197	222
Operations	556	636	148	164
Disposals	135	186	49	58
EBITDA	317	364	88	93
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	62	66	17	14

\* Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2017	2018	1Q 18 YTD*	1Q 19 YTD*
Mandiri Tunas Finance @100%				
Revenue	2,738	3,120	757	474
Net Profit	350	403	98	102
Tunas Share Of Net Profit	172	198	48	50
New Lending	22,204	26,991	6,599	6,963
New Cars	19,940	22,113	5,506	5,749
Used Cars	455	1,207	211	328
Motorcycle and other	1,810	3,672	881	887
Consumer Financing Receivables	11,181	12,629	11,647	14,544
Net Investment in Finance Leases	2,357	3,319	2,888	3,324
Factoring Receivables	-	11	-	37

\* Unaudited