

GROUP PROFIT AND LOSS

(billion rupiah)	2014	2015	2016
Revenue	11,027	10,157	12,454
Profit Attributable to Shareholders	253	291	552
EBITDA	577	702	1,031
FINANCIAL RATIOS			
Average ROE Attributable to Shareholders	12.2%	12.9%	21.3%
Average ROA	6.8%	7.0%	11.8%
EPS (Rp)	45	52	99
Dividend per Share			
Interim (Rp)	4.0	4.0	10.0
Final (Rp)	10.0	12.0	-

GROUP FINANCIAL POSITION

(billion rupiah)	2014*	2015*	2016
Current Assets	1,790	1,896	2,180
Fixed Assets - Net	1,655	1,784	1,885
Total Assets	3,967	4,362	4,978
Current Liabilities	1,261	1,374	1,669
Non-Current Liabilities	553	607	486
Equity Attributable to Shareholders	2,151	2,372	2,814

* 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 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 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).
- 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

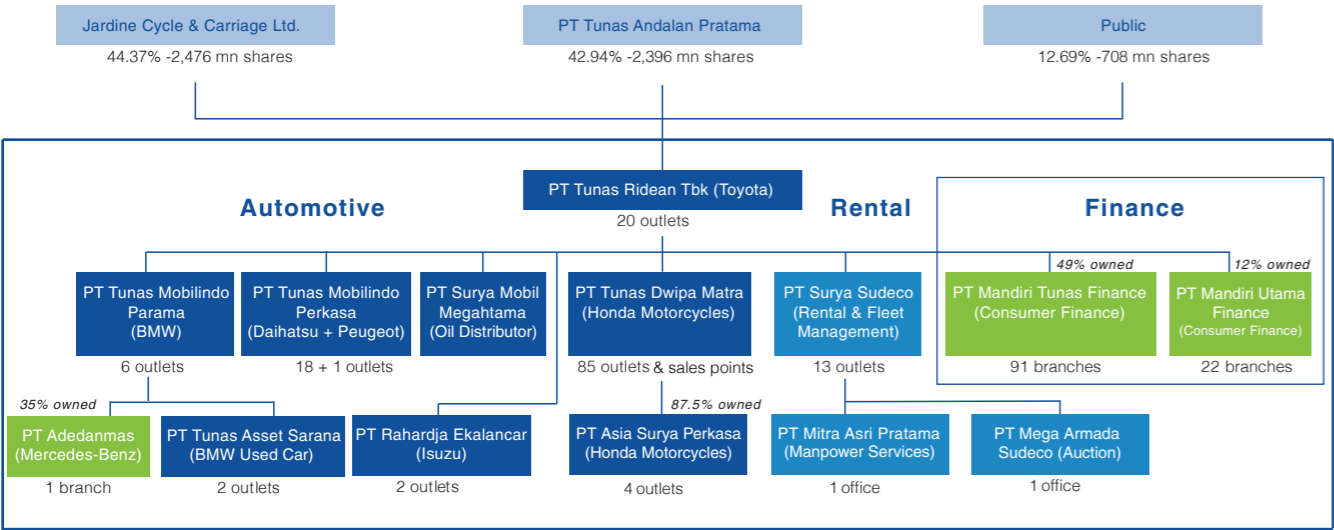
- Won 1st place in the Best Service Advisor in Honda Technical Skill Contest.
- Won 1st place in the Best Sales Supervisor in Toyota Dealer People Award.
- Won 1st place in the Best Customer Service Dealer Outlet in Daihatsu National Conference.
- Invested in a minority stake (12%) in PT Mandiri Utama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

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 Used Car ** Including Sales Points
*** Including Service Points, Fleet Drivers & Auction

MARKET SHARE

	Full Year 2015				Full Year 2016			
	NATIONAL		TUNAS		NATIONAL		TUNAS	
	Units	% YoY	Units	% YoY	Units	% YoY	Units	% YoY
Toyota	321,818	-19%	25,108	-18%	381,570	19%	31,379	25%
Daihatsu	167,808	-9%	16,766	-20%	189,683	13%	18,375	10%
BMW	2,700	6%	1,022	-10%	2,506	-7%	838	-18%
Peugeot	40	-38%	-	-100%	41	2%	-	N/M
Isuzu	19,350	-32%	524	-41%	16,724	-14%	398	-24%
TOTAL NEW CARS	1,013,291	-16%	43,420	-19%	1,061,735	5%	50,990	17%
Honda Motorcycles	4,453,888	-12%	206,328	-1%	4,380,888	-2%	206,343	0%
TOTAL NEW MOTORCYCLES	6,480,155	-18%	206,328	-1%	5,931,285	-8%	206,343	0%

Note : GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion rupiah)	2014	2015	2016
NET REVENUE*	10,544	9,541	11,806
Toyota	5,005	4,385	6,196
Daihatsu	2,160	1,772	2,125
BMW	792	776	692
Peugeot	2	1	1
Isuzu	173	114	100
Honda Motorcycles	2,375	2,470	2,674
Used Cars	38	23	18
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	123	138	363

* Include showrooms and workshops

TUNAS RENTAL

(billion rupiah, except for units)	2014	2015	2016
Rental Units	7,461	7,637	7,730
Revenue	482	616	647
Operations	374	475	493
Disposals	108	141	154
EBITDA	257	315	336
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	16	9	25

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2014	2015	2016
MANDIRI TUNAS FINANCE @100%			
Revenue	1,514	1,988	2,449
Net Profit	234	307	335
TUNAS SHARE OF NET PROFIT	115	144	164
New Lending	14,775	17,142	18,630
New Cars	13,886	16,593	18,342
Used Cars	627	335	215
Motorcycle and other	262	214	73
Consumer Financing Receivables	5,893	7,883	9,669
Net Investment in Finance Leases	767	598	830