

GROUP PROFIT AND LOSS

(billion rupiah)	2017	2018	Q3 18 YTD*	Q3 19 YTD*
Revenue	12,917	13,404	10,463	10,031
Profit Attributable to Shareholders	475	560	407	433
EBITDA	886	1,009	731	803
Financial Ratios				
Average ROE Attributable to Shareholders	16.0%	16.8%	16.5%	15.6%
Average ROA	9.1%	9.7%	9.5%	9.5%
EPS (Rp)	85	100	73	78
Dividend per Share				
Interim (Rp)	5.0	8.0	-	-
Final (Rp)	20.0	22.0	-	-

^{*} Unaudited

GROUP FINANCIAL POSTION

(billion rupiah)	2017	2018	Q3 18 YTD*	Q3 19 YTD*
Current Assets	2,262	2,381	2,418	2,426
Fixed Assets - Net	2,109	2,321	2,275	2,321
Total Assets	5,465	6,036	5,976	6,171
Current Liabilities	1,608	1,642	1,731	1,555
Non-Current Liabilities	719	839	801	757
Equity Attributable to Shareholders	3,128	3,545	3,434	3,847

Unaudited

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1967

Established by Anton Setiawan in Jakarta. 1967-1974

Investor Sheet 3rd Quarter 2019

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 1^{st} among The Best Public Companies Based on RWA $^{\text{tm}}$ (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.

About The Group

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).

- 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 Surva Perkasa (Main Dealer Honda in Bangka Belitung).
- 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.

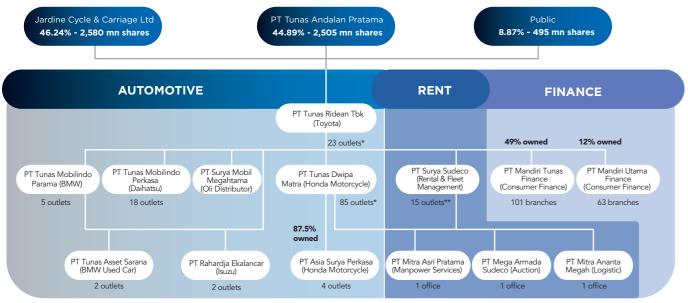
- Won 1st place in the Front Line People from Honda.
- Awarded Best Sales, After-Sales, and Front Line categories by Toyota, Daihatsu, BMW, Isuzu and Honda Motor.
- Tunas Daihatsu won Bronze medal on ASEAN Skills Competition category Automobile Technology (Mechanic).
- Tunas Dwipa Matra won Platinum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

- 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.
- Won National Awards in Sales and After-Sales categories from Toyota, Daihatsu, Isuzu and Honda Motor
- Brand Finance TOP 100 Most Valuable Indonesian Brands 2019 based on valuation by Brand Finance Asia Pasific & SWA Magazine
- Won 1st place Deliveryman on Honda Service Contest 2019
- Best of the Best Awards-The Top 50 Companies for 2019 by Forbes Indonesia.
- Bisnis Indonesia 100 Excelent growth company ranks 2019
- The Indonesia Living Legend Companies 2019 by SWA Magazine

GROUP STRUCTURE



As of 30 September 2019

**Including Service Points, Fleet Drivers & Auction

NUMBER OF BRANCHES BY GEOGRAPHY

	ТОУОТА	BMW*	DAIHATSU	HONDA**	RENT***	ISUZU
DKI Jakarta	10	4	7	1	3	2
West Java/Banten	12	3	8	8	5	-
Lampung	1	-	1	30	1	-
Others Sumatera	-	-	2	28	3	-
Kalimantan	-	-	-	6	2	-
Sulawesi	-	-	-	9	1	-
Others	-	-	-	7	3	-
TOTAL	23	7	18	89	18	2

^{*} Including Used car

MARKET SHARE

	Full Year 2018				Year to September 30, 2019			
	NATIONAL		TU	TUNAS		NATIONAL		AS
	Units							
Toyota	352,161	-5%	28,116	-10%	244,430	-5%	21,158	-5%
Daihatsu	202,738	9%	18,762	-1%	132,988	-10%	11,482	-21%
BMW	2,360	-16%	942	-14%	1,873	1%	556	-28%
Peugeot	139	309%	2	N/M	78	-11%	-	-100%
Isuzu	26,098	30%	504	36%	17,557	-5%	430	10%
Total New Cars	1,151,291	7%	48,326	-6%	753,594	-12%	33,626	-12%
Honda Motorcycles	4,759,199	9%	248,857	11%	3,712,888	5%	184,438	2%
Total New Motorcycles	6,383,108	8%	248,857	11%	4,919,651	4%	184,438	2%

TOTAL: 157

Note: GAIKINDO and AISI (Distribution Units)

AUTOMOTIVE

(billion rupiah)	2017	2018	Q3 18 YTD*	Q3 19 YTD*
Net Revenue**	12,227	12,581	9,851	9,359
Toyota	6,041	5,822	4,778	4,524
Daihatsu	2,175	2,254	1,746	1,401
BMW	855	793	642	525
Isuzu	111	157	114	151
Honda Motorcycles	3,037	3,543	2,566	2,726
Used Cars	8	12	5	32
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	241	297	210	245

^{*} Unaudited

TUNAS RENT

(billion rupiah, except for units)	2017	2018	Q3 18 YTD*	Q3 19 YTD*
Rental Units	8,350	8,634	8,357	7,834
Revenue	690	822	612	672
Operations	556	636	474	497
Disposals	135	186	138	175
EBITDA	317	364	271	279
PROFIT ATTRIBUTABLE TO SHAREHOLDERS	62	66	51	40

^{*} Unaudited

MANDIRI TUNAS FINANCE (49% OWNED)

(billion rupiah)	2017	2018	Q3 18 YTD*	Q3 19 YTD*
Mandiri Tunas Finance @100%				
Revenue	2,738	3,120	2,302	2,539
Net Profit	350	403	299	300
Tunas Share Of Net Profit	172	198	146	147
New Lending	22,204	26,991	20,067	20,790
New Cars	19,940	22,113	16,449	15,430
Used Cars	455	1,207	836	1.391
Motorcycle and other	1,810	3,672	2,781	3,969
Consumer Financing Receivables	11,181	12,629	12,166	15,552
Net Investment in Finance Leases	2,357	3,319	3,052	2,835
Factoring Receivables	-	11	-	108

Automotive | Finance | Rental | Services

^{**} Including Major Outlets

^{***} Including Service Points

^{**} Include showrooms and workshops